

GPA Session Schedule with Descriptions

Thursday, November 7, 2019				
Session Title	Skill Track	Level	Presenter	Room
11:00 AM - 12:15 PM				
The Big Fish: Planning, Launching or Propelling Your Mega Foundations Portfolio	Other: Private Foundation Grants	Master Level	Susan Schaefer	Georgetown
If your nonprofit seeks funding from the mega foundations-those for which everyone knows their names-join this case-based session to learn how best to prepare and proceed.				
A better (or just more fun) way to Logic Model!	Evaluation/Collaboration	Mid-Career	Komani Lundquist Erin Holbrook	Jefferson
This session will show participants the basics of an effective Logic Model and how to conduct a collaborative participatory Logic Model session with stakeholders that participants will rave about.				
10 Steps to Becoming a Better Grant Manager: A Road Map for Federal Grant Success	Federal Grants	Early-Career	Lucy M. Morgan, CPA, MBA, GPA Approved Trainer	Lincoln
If you are new to federal grants management and looking for help with compliance issues or managing and implementing grants, this workshop simplifies the grant lifecycle with a step-by-step road map.				
COMING SOON				
Get Your Writing Team on Task	Proposal Development/Communication Strategies	Mid-Career	Libby Hikind	Ballroom East
Get your writing team on task with a system of deliverables				
Faux-lanthropy: 5 examples of generosity that isn't, and what to do about it.	Proposal Development/Communication Strategies	Master Level	Jennifer M. Tersigni, M.A., CFRE	Ballroom West
A candid conversation about the different faces of faux-lanthropy and the ways we can be agents of change.				
Risky Business (Not the Movie!): Funder Risk Assessment - Will You Pass?	Proposal Development/Communication Strategies	Mid-Career	Ellen Gugel, GPC Mark Beamis	Dupont
All funders assess risk in awarding grants. Federal agencies must document this review. What do funders look for? We explore how to prepare your agency to look its operational best.				
National Science Foundation (NSF) Grants for Small and Mid-Sized College and Universities	Federal Grants	Mid-Career	Jessica Gerrity	Embassy
NSF grants are not only for R1 universities and highly funded faculty. Attend this session to learn about several NSF grant programs for which small and mid-sized universities may be competitive.				
Grant Funding for Education and Public Safety Partnerships	Evaluation/Collaboration	Early-Career	Ashley Schultz Elizabeth Evans	Fairchild East
Join us to review the K-12 & higher education campus safety funding landscape as well as how partnerships with public safety agencies can be used to access additional funding for your next project!				
Discussion Den: What's Happening in the World? Discussing big topics in philanthropy and the public sector	Personal Growth	Master Level	Rachel Werner, GPC	Fairchild West
Each day we hear/read about tough issues (i.e. gun violence, inequality, discrimination) and during this discussion-based session we'll share how the philanthropic and public sectors respond.				
1:45 PM - 3:00 PM				
Prospect and Moves Management Tools for Grant Professionals	Prospect Research/Donor Relations	Mid-Career	Jennifer Morrow, GPC Elysha Kensinger	Georgetown
A frontline fundraiser and a prospect management professional demonstrate the prospect management tools they developed to better manage grant prospects and improve overall grant systems.				
Come to Order: Legislation, Public Information and Grant Applications	Proposal Development/Communication Strategies	Early-Career	Reagan Lynch	Jefferson
Discover resources for tracking legislation and accessing public information to enhance your grant applications.				
Engaging Diverse Communities in Your Grant-Seeking Efforts - The Cultural Competency Perspective	Proposal Development/Communication Strategies	Master Level	Arvetta Jideonwo, MHA, CFRE, GPC Dr Bernard Turner, GPC Cynthia Oda	Lincoln
An engaging workshop on collaborating with diverse groups including racial-ethnic, religious, disabled, and LGBTQ communities to develop strong relationships and increase capacity for seeking grants.				
Strategic Planning – When “Ideal” Isn’t an Option (Part 1)	Other: Leadership	Mid-Career	Stacy Fitzsimmons	Monroe
This is for those that need a strategic plan...now! We will cover the “how to” for the plan, data, board approval, and progress - and how to facilitate the process. Be ready to learn and work.				
Grant Contracts - Contracts Arising From Grant Awards. Is Your Entity Protecting Itself?	Other: Grant Management/Procurement and Contracts	Mid-Career	Randy Drake	Ballroom East

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Procurement regulations and grant award contracts can expose entities to unnecessary liability. This workshop will offer assistance on how entities can protect themselves from contract pitfalls.				
Grant Consulting Models: No one size fits all (Part 1)	Consulting	Mid-Career	Johna Rodgers, GPC, GPA Approved Trainer Diane Leonard, GPC, GPA Approved Trainer Jo Miller, GPC, SMS, GPA Approved Trainer	Ballroom West
You did it! You are a consultant! It was a big decision. So now what? Join three consultants to learn about the many consulting models and how to be intentional in growing your business -- or not.				
Crowdfunding Best Practices for School District Grants Officers	Proposal Development/Communication Strategies	All Career Levels	Kirk Smiley Stacey Smith, M.Ed., GPC	Dupont
Learn best practices for K-12 crowdfunding as published by organizations like AASA, ways to align the funding with your district's policies, and how to leverage donations from outside your community.				
So, you want to be a GPC???	Personal Growth	Mid-Career	Julie Assel, GPC, GPA Approved Trainer Kent Hornberger, GPC	Embassy
Curious about how to achieve GPC certification and the benefits? Come learn about the application process, exam preparation tips, what to expect come exam time and the benefits of becoming a GPC.				
Human Library	Personal Growth	All Levels	TBD	Fairchild East
Visit the GPA Human Library and ask our Librarian to "Check Out" one of our leading authorities in the grants profession. You will have the opportunity to spend 15 minutes asking any questions you may have about the grants profession or their area of specialty. Should your resource not be reserved for the next fifteen minutes, you have the option to check them out for an additional 15 minutes.				
Discussion Den: Ethics Roundtable	Other: Professional Development	All Levels	GPA Ethics Committee	Fairchild West
This session is a stimulating discussion of GPA's code of ethics and the dilemmas faced by your peers. Bring your questions, scenarios, and thinking cap for this insightful and challenging discussion.				
3:45 PM - 5:00 PM				
Crash Course in DAFs: An Introduction to Donor-Advised Funds for the Nonprofit Professional	Other	Early-Career	Kristin Raack	Georgetown
Donor-Advised Funds (DAFs) are philanthropy's fastest-growing vehicle. This session will address what DAFs are, how they differ from other types of donations, and how they fit into a funding strategy.				
Developing Empowering Needs Statements to Advance Equity	Proposal Development/Communication Strategies	Early-Career	Alison Hight LaTissia Mitchell Sierra Francis Perez	Jefferson
Learn how to best use the need statement to express the weight of need in a way that uplifts and empowers the people you serve.				
Federal Grants: Post-Award Compliance Requirements to Consider When Drafting the Grant Application	Federal Grants	Mid-Career	Scott Sheffler, GPA Approved Trainer	Lincoln
With federal grant funding, there are key post-award requirements that grant writers must be aware of. Learn application strategies to decrease performance risk and maximize flexibility post award.				
Strategic Planning – When “Ideal” Isn’t an Option (Part 2)	Other: Leadership	Mid-Career	Stacy Fitzsimmons	Monroe
This is for those that need a strategic plan...now! We will cover the “how to” for the plan, data, board approval, and progress - and how to facilitate the process. Be ready to learn and work.				
What to Expect for Federal Grant and Contract in 2020 and Beyond	Federal Grants	All Career Levels	Linda Wastyn, Ph.D., GPA Approved Trainer Robert Bradner	Ballroom East
Learn the expected scope and foci of federal grant and contract funding for 2020 (and beyond), evaluate your readiness to seek federal grants, and discuss ways avoid pitfalls of federal grant seeking.				
Grant Consulting Models: No one size fits all (Part 2)	Consulting	Mid-Career	Johna Rodgers, GPC, GPA Approved Trainer Diane Leonard, GPC, GPA Approved Trainer Jo Miller, GPC, SMS, GPA Approved Trainer	Ballroom West
You did it! You are a consultant! It was a big decision. So now what? Join three consultants to learn about the many consulting models and how to be intentional in growing your business -- or not.				
Power of LinkedIn: Leverage for successful funder prospecting and professional career development	Prospect Research/Donor Relations	Mid-Career	Dorothy Ho Molly Murphy	Dupont
Gain insights on how you can leverage FDO insights and LinkedIn to connect with your prospects to win funding. Session will be co-hosted with a LinkedIn representative who will share valuable career development insights and best practices.				
Grant Funding for Faith Based Organizations, Yes You Can!	Prospect Research/Donor Relations	Mid-Career	Debbie DiVirgilio, GPC	Embassy

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Grant funding for faith based organizations requires a bit of patience and understanding of exactly what the funder is looking for. Join us to learn effective research strategies for faith based orgs				
A MUST do: Be a Grant Reviewer!	Personal Growth	Mid-Career	Ericka Harney, GPC, CFRE, CAE, CVA, GPA Approved Trainer	Fairchild East
What's the best way to improve your proposals? Get the perspective of how they are reviewed. This session will cover the essentials of and how to be a reviewer.				
Discussion Den: SAMHSA Grants: Crowdsourcing Strategies for Success	Federal Grants	Mid-Career	Sue Green, GPC Simone Fevola, CRA Teresa Wilke, MBA	Fairchild West
The Substance Abuse & Mental Health Services Administration's grant process is technical, competitive, and intimidating. Participants in this roundtable will crowdsource strategies for SAMHSA success.				
Friday, November 8				
Session Title	Skill Track	Level	Presenter	Room
9:00 AM - 10:15 AM				
Getting Unstuck: How to write (a grant) when you're stuck	Proposal Development/Communication Strategies	Mid-Career	Johna Rodgers, GPC, GPA Approved Trainer	Georgetown
The clock is ticking. Loudly. You can't seem to write a decent sentence. You begin to panic. You're stuck. But you need not be. Come learn a few tricks of the trade to move from puzzled to prolific.				
A Writing Refresher for Grant Professionals	Proposal Development/Communication Strategies	All Career Levels	Gail S. Widner, GPC	Jefferson
Every writer needs a refreshing, new way of looking at language. This session will examine some quick strategies to be more aware of bad habits and old tricks...and fix them!				
OMB - Invited - More info coming soon	Federal Grants	All Career Levels		Lincoln
More Information Coming Soon				
Drabble This! Using Stories in Grant Applications	Proposal Development/Communication Strategies	Mid-Career	Lauren Ohlin, MA GPC Marianne Reger	Monroe
Have you ever wondered how to make facts and figures come alive in grant applications? This session will introduce you to the practice of writing the Drabble, a 100 word or less narrative that enables				
Candid = Foundation Center + GuideStar	Prospect Research/Donor Relations	All Career Levels	Jen Bokoff Arielle Frazier	Ballroom East
Foundation Center and GuideStar have joined forces to become Candid. Together, these organizations brought a combined 88 years of expertise and millions of data points to Candid. Join us for this interactive session to learn more about this exciting new partnership and what it means for you.				
Surviving an OIG Audit Your First Day on the Job (True Story)	Grant Managements/Budgets	Mid-Career	Amandy Day, GPC	Ballroom West
Learn firsthand experience about the fallout from a mismanaged program, how to prove supplanting did not take place, and what to expect throughout the process of cleaning up a nasty OIG audit.				
The K-12 Federal Funding Landscape: Looking Ahead to 2020	Federal Grants	Early-Career	Elizabeth Evans	Dupont
Curious what grants will be coming down the pipe for 2020? Find out which federal agencies fund education grants & what these programs are expected to look like in the year ahead.				
Transitioning into Grant & Nonprofit Consulting: The Leap in the Digital Era	Consulting	Master Level	Holly Rustick	Embassy
Learn how to enter into grant writing and nonprofit consulting utilizing technology.				
Human Library	Personal Growth	All Career Levels	TBD	Fairchild East
Visit the GPA Human Library and ask our Librarian to "Check Out" one of our leading authorities in the grants profession. You will have the opportunity to spend 15 minutes asking any questions you may have about the grants profession or their area of specialty. Should your resource not be reserved for the next fifteen minutes, you have the option to check them out for an additional 15 minutes.				
Take Your Writing and Reviewing to the Next Level: Become a GPA Author or Peer Reviewer!	Personal Growth	All Career Levels	David Lindeman, CFRE, GPC Dana Boe Sean Kirby Allison Sribarra	Fairchild West
Strong writing and critical reviewing skills are indispensable assets for grant professionals. Learn to hone these skills in new contexts by becoming an author or peer reviewer for GPA's publications!				
10:45 AM - 12:00 PM				
Grants Management - "Assembling the Nuts & Bolts of Successful Grants Management"	Federal Grants	Mid-Career	Stacey Brechler-Knaggs Sharon Skinner, GPC	Georgetown
Learn the practical aspects, essentials, basic parts, and ins and outs of pre- and post award, processes and procedures, useful tips, tools and templates for successful grants management.				
Tools & Tricks of Grant Application Management	Grant Managements/Budgets	Mid-Career	Tisa Coons Connie Lucido	Jefferson

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Managing multiple grant applications can be stressful. In this session, we provide you with steps and tools on how a state grant office manages multiple federal grant applications.				
The Theory of Evolution: Planning for growth and sustainability in your consulting business	Consulting	Mid-Career	Carolyn Caldwell, GPC Lisa M. Sihvonen-Binder, MS NMP Scot Scala, GPC, M.Ed., GPA Approved Trainer	Lincoln
A panel of experienced consultants discuss aspects of their business models that have led to longevity and success: business plans, work/life balance, and diversification of services, to name a few.				
Managing Subrecipients Under Federal Grant Awards: Strategies for Oversight without Undue Burden	Federal Grants	Mid-Career	Scott Sheffler, GPA Approved Trainer L'Kel Little	Monroe
Attorneys from Feldesman Tucker Leifer Fidell ("FTLF") share strategies for oversight of subrecipients designed to lead to decreased compliance risk without undue burden.				
Grant Writing Isn't a Solo Sport - How to Increase Grant Team Happiness & Velocity	Other: Organizational Development & Program Management	Mid-Career	Diane H. Leonard, GPC, GPA Approved Trainer	Ballroom East
Engaging your colleagues as a grant team is a key to long-term grant seeking success. Focusing on grant team happiness and velocity using the Scrum framework will increase your grant seeking success.				
Census Bureau Data for Grant Writers: New Data Platforms and Tools	Proposal Development/Communication Strategies	Mid-Career	Tyson Weister Andrew W Hait	Ballroom West
Learn about key Census Bureau data for grant applications and discover new ways to access them through live demonstrations of Data.Census.Gov and Census Business Builder!				
The Federal Science Budget Outlook	Federal Grants	All Career Levels	Matt Hourihan	Dupont
A comprehensive update on federal research appropriations: where we've been, where things stand, and where we might be headed.				
Escape the Labyrinth with Mindful Mentoring	Personal Growth	Early-Career	Jodi Samuels Ryan Lucas	Embassy
For a new grant professional, the labyrinth of the grants world can be frightening. Matching up with a mindful mentor can save you! Learn to escape the scary parts and find confidence with mentoring.				
2019 Forecast: Finding and Securing Funding for Health Care Projects	Federal Grants	Early-Career	Christopher LaPage	Fairchild East
Every year the government dishes out over \$500 billion in grants, with emphasis on health care projects. Know where to look for the health funding and how to maximize your chances of pulling it down.				
Want to Be a Leader? Serve First!	Personal Growth	Mid-Career	Grant Professionals Foundation	Fairchild West
WIIFM? What in the world is an association foundation? What exactly is the Grant Professionals Foundation and how does it impact me as a grant professional, chapter leader, or non-profit professional?				
1:30 PM - 2:45 PM				
Getting the Most from Indirect Costs - Parts I and II	Federal Grants	Mid-Career	Karen Norris	Georgetown
Applying for or managing indirect costs was never simple. Whether you are a federal agency, a pass-through entity, or a nonfederal entity, here's what you need to understand options and requirements.				
Bring Your Logic Model to Life: It's more than just a required attachment	Proposal Development/Communication Strategies	Mid-Career	Julie Alsup, GPC Julie Assel, GPC, GPA Approved Trainer	Jefferson
How to use logic models to connect the dots, herd cats, break down silos, and help the right hand learn what the left hand is doing.				
Using Data To Strengthen Your Proposals	Proposal Development/Communication Strategies	Mid-Career	Cheryl Kester, CFRE, GPC, GPA Approved Trainer Kaylin Mason	Lincoln
Knowing which data to use and when can help your proposals stand above the crowd. We'll cover using data to support the Need section in proposals of all sizes and complexity.				
Reconciling Ahern: A critical look at what grant writers can (and can't) learn from direct mail	Proposal Development/Communication Strategies	Master Level	Shane Pekny	Monroe
People are emotional, irrational decision makers. So where does that leave us with our needs statements and evidence-based models? Let's grapple with the tension between emotional and logical appeals.				
Planning is Everything: A Framework for Facilitating Organization-wide Strategic Grants Planning	Other: Strategic Planning, Organizational Development	Master Level	Lesya-Kaye Holtham	Ballroom East
The plan is nothing, planning is everything. This session will cover the framework for a strategic grants planning process that supports an organization's goals and fosters better collaboration.				
Congratulations - You've Become a Consultant! Now What?	Consulting	Mid-Career	M. Linda Wastyn, PhD, GPA Approved Trainer Kim Joyce, GPC	Ballroom West
You've decided to make the leap and have officially started your consulting business. Now What? Learn tips and tricks from two veteran consultants on how to grow your consulting business.				
Measuring Success: Developing Performance Metrics for Grant Professional Evaluation	Personal Growth	Early-Career	Julie Boll, GPC, GPA Approved Trainer Amanda Neese	Dupont
Do your current performance metrics capture the full scope of your work? Join us as we discuss metrics that can be used to comprehensively track and measure your performance as a grant professional.				

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2019 Grants: A Year In Review	Federal Grants	Mid-Career	Saleh Karaman	Embassy
Leveraging significant datasets and analysis, this session will provide a 30,000 foot look at grants in 2019, and what's to come.				
From Competitor to Collaborator	Evaluation/Collaboration	Mid-Career	Becky Jascoviak, MBA	Fairchild East
Case Study: An in-depth look at how six theatres, formerly competitors for the same audience, became collaborators to achieve not only program success but marketing, grant, and community success.				
This is What Mentoring Looks Like: Insider Insights on GPA's Mentor Match Program	Personal Growth	Early-Career	Amanda Paveglio, GPC Panel	Fairchild West
Since its 2017 launch, GPA's Mentor Match has enrolled 200 mentors and mentees. In this panel, 4-6 Mentor Match participants will share their experiences and answer your questions about the program.				
3:30 PM - 4:45 PM				
Getting the Most from Indirect Costs - Parts I and II	Federal Grants	Mid-Career	Karen Norris	Georgetown
Applying for or managing indirect costs was never simple. Whether you are a federal agency, a pass-through entity, or a nonfederal entity, here's what you need to understand options and requirements.				
Win Big, Fail Better: Innovation in Grants	Proposal Development/Communication Strategies	Mid-Career	Melinda Stoops	Jefferson
Why do introverts make great innovators and what is a grants grilled cheese sandwich? Learn the ingredients of innovation, creative matchmaking strategies, and how to make a solid case for a new idea.				
Writing Isn't an Art, It's a Skill-The Fundamentals of a Well-Written Narrative	Proposal Development/Communication Strategies	Early-Career	Nicole Sibilski, GPC	Lincoln
Great writing is about logic, clarity, and flow. We'll discuss the tenets of essay writing and how these rules will make you a better and more effective grant writer. For the new and seasoned pro.				
Tools for Advocacy	Other: Advocacy	Mid-Career	Karen Cassidy, GPC	Monroe
Shutdowns, Budget Rescissions, Program Cancellations...OH MY! This session will provide you with specific tools you can use to create an advocacy plan or communication strategy with elected officials.				
IGNITE the GPC Competencies	Other	Mid-Career	Amanda Day, GPC; Lisa Jackson, GPC; Johna Rodgers, GPC; Kimberly Hays de Muga, GPC; David Broussard, GPC; Laura Gore, GPC; Ericka Harney, GPC; Sylvia Redic, GPC; Shelley Loethen, GPC	Ballroom East
Using the ignite presentation format, 9 speakers from varying disciplines within the grant field will share knowledge, insight, and pointers on each of the 9 GPC competencies. It is action packed!				
Moving from Spectator to Activist: Creating a Message That Motivates People to Act	Proposal Development/Communication Strategies	Master Level	Lucy M. Morgan, CPA, MBA, GPA Approved Trainer	Ballroom West
Want a clearer message that attracts others to your mission or business? Discover how to confidently craft a message with more clarity and less frustration that encourages others to take action.				
Grant writing and grant management in academia: Navigating bureaucracies and egos	Proposal Development/Communication Strategies	Mid-Career	Stacie Marsh Jill Fuller	Dupont
Grant writers experienced working within and consulting for universities help you navigate the university bureaucracy and work effectively with academics				
High-Value Prospects: Setting Your Grants Program Up for Success with Smarter Prospecting Strategy	Prospect Research/Donor Relations	Mid-Career	Caroline O'Shea Jennifer O'Brien	Embassy
Discuss concepts and tools for developing a clearer prospecting strategy and organizing your search to identify the best-aligned foundation and corporate leads for your organization or program.				
Human Library	Personal Growth	All Career Levels	TBD	Fairchild East
Visit the GPA Human Library and ask our Librarian to "Check Out" one of our leading authorities in the grants profession. You will have the opportunity to spend 15 minutes asking any questions you may have about the grants profession or their area of specialty. Should your resource not be reserved for the next fifteen minutes, you have the option to check them out for an additional 15 minutes.				
We Should All Be Dataists: Fostering and Maintaining an Internal Data Culture	Proposal Development/Communication Strategies	Mid-Career	Ann Nguyen	Fairchild West
How to find the metrics that matter most to your impact in grantmaking at the program, project, and communications level.				
Saturday, November 9				
Session Title	Skill Track	Level	Presenter	Room
8:00 AM - 9:15 AM				
Demystifying Budgets: As Easy as 1, 2, 3	Grant Managements/Budgets	Early-Career	Lauren Ohlin, GPC	Georgetown
This workshop will discuss three areas: 1) Guiding the grant planning with budgets; 2) Building budgets and budget narratives with easy-to-use budget calculators; and 3) Managing grant budgets.				
Power Writing for Grants - and More: Fast and Easy Tools for Writing that Gets the Results You Want	Proposal Development/Communication Strategies	Mid-Career	Maryn Boess, GPC Approved Trainer	Jefferson
Here's a whole toolbox of simple, powerful "hacks" you can use right away to write more clearly, quickly, and confidently - so your reader can't miss your message and you'll get the results you want!				

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Discussion Den: One Community, One Book: The Happy, Healthy Nonprofit Discussion	Personal Growth	Mid-Career	Bethany Turner, GPC Trish Bachman, GPC	Lincoln East
The GPA book club - a discussion on the book The Happy, Healthy Nonprofit by Beth Kanter and Aliza Sherman and how it applies to our work as grant professionals and nonprofit employees.				
What Not to Write: How Avoiding Common Grammar Errors Can Give Your Grant Writing a Competitive Edge	Proposal Development/Communication Strategies	Early-Career	Dana Herron	Ballroom East
Are you committing writing faux pas? Need a grammar makeover? Learn how following basic grammar rules will help you craft a clear and compelling case for grant support.				
Pros and Cons of Consulting - The Real Story from a "Formerly Reluctant" Grant Consultant!	Consulting	Master Level	Amy Shankland, GPC	Ballroom West
Are you on the fence about becoming a grant consultant? Does going out on your own leave you excited or bring on a fearful cold sweat? Learn the pros and cons to help you make the right choice!				
GPA SpeedDating		Master Level		Dupont
Anyone up for Speed Dating from a whole new perspective? Designed for Advanced grant professionals, this Round Robin format session will include small group chats to share experiences and ask questions with a season group leader. Spend 15 minutes exploring 4 topics.				
Welcome to the Swamp! Here's your Federal Grants Travel Guide	Federal Grants	Mid-Career	Erica Preston	Embassy
2019 is shaping up to be a "change" year for the Federal Grants Community, from the long-awaited updates to 2 CFR 200to implementation of the Open Data Act. Join Erica Preston for a 2019 recap.				
Pivoting Opportunities with Grant Architecture and Storytelling	Proposal Development/Communication Strategies	Mid-Career	Michele Zacks Deborah A Cook	Fairchild East
Two unique grant professionals, approaching a very similar client prototype, offer perspectives on purposing and repurposing grant content - use of architectural principles and storytelling concepts.				
Disussion Den: GPA's Approved Trainer Process	Personal Growth	Mid-Career	TBD	Fairchild West
Come learn from three of GPA's approved trainers about the process and how it has help their personal businesses				
9:30 AM - 10:45 AM				
Managing and Transforming Conflict for Grant Success	Proposal Development/Communication Strategies	Master Level	Kara D Mostowy	Georgetown
Does getting information for your grant proposals feel like going into battle? Or are your requests ignored? In this session you'll learn strategies to transform conflict into collaboration.				
The Chameleon Proposal: Leveraging Project Support for Operating Priorities	Proposal Development/Communication Strategies	Mid-Career	Kerri Kilbane	Jefferson
Proposing innovation and new initiatives can be a tough sell in nonprofits with limited resources. This session shows you how to craft an innovation project proposal to support operating priorities.				
Writing for Systems Change: How to Make the Case for Advocacy	Other	Early-Career	Eric Spioch Noura Hemady	Lincoln East
This session will explore the complexities of fundraising for advocacy activities, particularly as they complement direct service work, and enable participants to craft compelling advocacy proposals.				
Crafting nonprofit management assessments: a focus on risk, ethics, and communication	Other: Risk Assessment, Capacity Building	Mid-Career	Ruth McLean Dawson Kathleen "Kassy" Guy-Johanessen, GPC	Ballroom East
This session will provide insight on how to create an ethics and communications-focused risk assessment for nonprofit organizations and/or consulting practices.				
Team up with Teachers to Bring in the Bucks	Proposal Development/Communication Strategies	Mid-Career	Maureen Stabile, GPC Stacey Smith, M.Ed., GPC Toni Rockis, PhD	Ballroom West
Learn a trio of strategic approaches (mini grants, internal grants, and online training) that grant professionals can use to win funding awards not only for teachers, but *with* teachers.				
Confessions of a Peer Grant Reviewer: Disclosing the Process and Procedure	Proposal Development/Communication Strategies	Early-Career	Althea Lewis	Dupont
"Follow the directions and get to the point." Nothing annoys a grant reviewer more than reading an application that did not follow instructions, difficult to read, and difficult to comprehend.				
Want to Teach?... Sharing Your Skills To Improve The Grant-Seeking Capacity Of YOUR Community	Personal Growth	Master Level	Rick Horton, GPC	Embassy
So you've had success as a grants professional...congratulations! But now what? This session offers a case study of how to share your wisdom with others and help them to improve your entire community!				
It's not enough to be a good writer: Effective grant professionals also need speaking polish	Proposal Development/Communication Strategies	Mid-Career	Christine Clapp	Fairchild East
You write clearly and convincingly. But that's half of the communication equation. How polished are your oral-communication skills? Is a lack of confidence and executive presence holding you back?				
Discussion Den: Lend Me Your Ear(buds) - Listening, Laughing and Learning with Podcasts	Personal Growth	Mid-Career	Kimberly Hays de Muga, GPC Amanda Day, GPC	Fairchild West

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Join a discussion about podcasts and the learning science behind them. Discover new ways to improve grant development, parse great storytelling techniques, or just tickle your funny bone.