



AVAP Advancement Expo Draft

July 29 and 30, 2020

Place: Cybersomewhere via Zoom

Time: 9:00 am to noon (PST)

### Wednesday, July 29, 2020

| Time            | Topic  | People/Description  |
|-----------------|--|---|
| 8:30 – 9:00 am  | Early bird coffee/lunch and chance to reconnect with colleagues                    | Whoever wants can check in early and chat with others on the zoom call.   |
| 9:00- 9:15 am   | Welcome and overview and intro of keynote  | Joe Montgomery  |
| 9:15- 10:15 am  | Reimagining Advancement  | Kathy Drucquer-Duff   |
| 10:15- 11:15 am | Breakout Sessions- What are the new realities for your organization and operation? | <p><u>Facilitated discussions in zoom breakouts:</u></p> <p><b>Alumni relations-</b> How do we engage our alumni remotely?</p> <p><b>Communications-</b> What do we communicate to donors and constituents? How often?</p> <p><b>Donor Relations-</b> Stewarding donors in a virtual world?</p> <p><b>Fundraising-</b> Qualifying and building relationships with donors in a virtual world.</p> <p><b>Grateful Clients-</b> Getting to know our grateful clients during social distancing.</p> |
| 11:15-noon      | Happy Hour/networking  | Provides a format for informal conversation   |

Thursday, July 30, 2020

| Time            | Topic   | People/Description   |
|-----------------|---|--|
| 8:30 – 9:00 am  | Early bird coffee/lunch and chance to reconnect with colleagues   | Whoever wants can check in early and chat with others on the zoom call.  |
| 9:00- 10 00 am  | AVAP Business meeting   | Joe and Executive Committee  |
| 10:00-10:30 am  | Changing Landscape with Corporate Partners<br>How has COVID-19 impacted our business partners? What are their new pressures and priorities? | Purina   |
| 10:30- 11:00 am | Topic specific Breakouts based on survey responses and current issues   | <p><u>Facilitated discussions in zoom breakouts:</u></p> <p><b>Alumni relations-</b> Alumni reunions and events reimagined.</p> <p><b>Communications-</b> Discovering and adapting to virtual tools</p> <p><b>Donor Relations-</b> How do we steward donors in a virtual world?</p> <p><b>Fundraising-</b> Resuming and initiating gift discussions in times of uncertainty.</p> <p><b>Grateful Clients-</b> Grateful clients and communications- what are people saying in emails, publications, website ideas?</p> |
| 11:00- 11:15    | Closing message   | Joe Montgomery   |
| 11:15-noon      | Happy Hour/networking   | Those who are inclined to stay<br>Provides a format for informal conversation  |