



National Not-For-Profit Sector Conference 2017

Unlock
New Futures

Conference Overview

13 - 15 February 2017 | The Quality Inn, Parnell, Auckland

WE INVITE YOU...

...to The National Not-for-Profit Sector Conference in 2017. Over two packed days you will hear advice and case studies from experts working in some of the most successful NFPs in the country, as well as leading innovators.

They will be sharing the latest ideas and best practices that you can apply in strategizing, attracting, training and retaining the best people for the NFP sector – ideas that could help transform your organisation.

If your work involves developing strategy, recruiting, managing or supervising staff and volunteers, leading a team, workforce planning then the National Not-For-Profit Sector Conference is the event you cannot afford to miss this year.

2017 is our eleventh conference, and is gearing up to be a great event – with an excellent speaker line up covering an even broader range of the sector's most pressing issues.

The conference program is designed with additional content for managers and team leaders. That means there's three parallel sessions to choose from over the two days, plus four big keynote presentations.

The 5 core themes of the 2017 Not-For-Profit Sector Conference are:

- Leadership
- Future Thinking
- Managing people well and organisational strategy
- Evaluation that empowers action
- Communicating and connecting with the corporate world

Faye Johnson
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Projects & Events Manager

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CONFERENCE SPEAKERS

We have selected our speaking panel in 2017 to challenge and inspire you.



Mark Cabaj

Associate, Tamarack Institute, Canada



Aly McNicoll

Director of LEAD Centre for Not For Profit Leadership



Dr Suzanne Henwood

Director of mBraining4Success



Keiran Bird

William Buck Christmas Gouwland



Samantha Gadd,

Founder and Managing Director of Humankind (formerly HR Shop)



Abby Clemence

Director of Infinity Sponsorship



Bonnie Robinson

CEO at HBH Senior Living & Director of Iosis Family Services



Jocelyn Bray

Founder of Inspiration Point



Julie Chapman

CEO & Trustee of KidsCan Charitable Trust



Jo Garner

Director of Strategic Grants



Cathy Hendry

Senior Consultant with Strategic PayRead



Tony Lindsay

Founder/CEO of Vega



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NETWORKING OPPORTUNITIES

The conference is a rare and invaluable opportunity to network with passionate NFP professionals from around the country and swap notes on what is working – and what is not working – in your workplace. We are expecting 180 attendees this year, from NFPs right across New Zealand.

As well as tea, coffee and lunch breaks to exchange ideas and share learnings, we have also programmed in some interactive group networking sessions to make sure you have a chance to connect and share your experiences with other conference attendees.

Join us for conference camaraderie and canapés!

From 4.30pm on the evening of Monday 13 February, your conference registration is also your invitation to the conference networking event, including complimentary drinks and canapés.

It is the perfect opportunity to catch up and continue conversations from the day, make new friends and share the joys and challenges of your role with colleagues from across New Zealand's NFP sector.

ADDITIONAL MASTERCLASS WITH ABBY CLEMENCE

Deadly precious metals and sponsorship levels.

Why they're killing your chances at success.

9.00am – 12.00pm, Wednesday 15 February 2017, Quality Hotel Parnell

\$250.00 + GST

Asking sponsors to invest their time and money into your organisation is one of the hardest things for many people to do. The process of seeking sponsors can feel like it is constantly full of obstacles and challenges but there is a best practice pathway to sponsorship success, and it does not just start with a list of prospects and a generic proposal.

Sponsorship negotiation tactics fast tracked will show all the things you need to know to make a successful sponsorship approach AND be able to close the deal.

In this half day fast track session, Abby will take you through how to:

- research what sponsors are looking for from an alignment with your organisation.
- look at your supporter base more closely so you can make the right connection with the right companies.
- arm yourself with the right information before the meeting.
- get to the right person making decisions about sponsorship.
- manage a prospecting meeting properly - that's information gathering, not sales.
- properly communicating the benefits of being associated with your event.
- manage the negotiation meeting and close the deal - that's sales!
- deal with nerves – and ask for what you want.

Benefits

By attending this master class, you will benefit from:

- practical ideas, information and group work activities that you can immediately apply to your next sponsorship meeting.
- learning how to leverage your research and communication activities to maximise success with potential sponsors.
- picking up positive and new communication strategies, skills and tools that can be implemented in any area of your life.
- learning how to achieve the best results from your sponsorship-seeking efforts.
- hearing success stories and case studies from a proven practitioner.
- meeting and networking with other professionals experiencing similar challenges.



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BOOKING

Discounts are available for multiple bookings from the same organisation and there is an option to book for one day only.

For details and booking online go to www.nfpconference.co.nz

You may pay by credit card or by invoice.

DATE & VENUE

13 - 14 February 2017

Venue: The Quality Inn
10 - 20 Gladstone Road, Parnell
Auckland, 1052, New Zealand

PRICE

Standard Tickets

Single attendee price is:

\$395.00 + GST.

For second and subsequent delegates from the same organisation, the ticket price is:

\$350.00 + GST.

One Day Only Tickets

\$300.00 + GST

Discounts for subsequent delegates do not apply on the one-day only option.

Please see the booking form for details.

PARTNERS

We are pleased to receive the continuous support from the following partners:



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