

Registration Form

Registration Deadline: Friday, January 29, 2010

Conference Participant:

Name: _____

Title: _____

Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Fax: _____

Email: _____

Diet or Disability Accommodations: _____

Conference Fees:

- \$125.00 - 2010 Nonprofit Members of VOLUNTEER Hampton Roads
- \$125.00 - 2010 Hampton Roads Corporate Volunteer Council Members
- \$150.00 - Non-members
- \$175.00 - On-site registration

Call (757) 624-2400 for Group, Luncheon and Student Rates

Payment Method:

- Check enclosed (Made payable to VOLUNTEER Hampton Roads)
- Credit Card: ___ VISA ___ MasterCard

Credit Card # _____

Exp. Date _____

Name on Card _____

Authorized Signature

Send registration form and payment to:

VOLUNTEER Hampton Roads
400 West Olney Road, Suite B
Norfolk, VA 23507
Fax: (757) 624-3618

Cancellation Policy:

No refunds will be issued. If you cannot attend, you may send a substitute.

Hampton Roads Institute for Nonprofit Leadership Conference

This annual conference is held in partnership with local foundations and leadership organizations. It offers national caliber speakers and breakout sessions with the economy and convenience of a local symposium. The goal of the conference is to deliver knowledge and tools to assist nonprofits in better serving their organizations and community.

VOLUNTEER Hampton Roads

VOLUNTEER Hampton Roads has been strengthening nonprofits and increasing corporate social responsibility in Hampton Roads for over 50 years. Our mission is to increase the capacity of Hampton Roads' nonprofit sector to address serious community issues by developing high quality training, supporting workplace volunteer programs, mobilizing citizens to volunteer and advocating for civic engagement and collaboration.

Presented by:

Leadership Sponsor:



Community Sponsors:

Hampton Roads Community Foundation
Obici Healthcare Foundation
Portsmouth General Hospital Foundation

Service Sponsor:

Portsmouth Community Foundation
United Way of South Hampton Roads

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United Way of South Hampton Roads Community Partner



9th Annual
Hampton Roads Institute for Nonprofit Leadership Conference
The Premier Resource for Successful Leadership



VOLUNTEER
Hampton Roads
HANDS ON NETWORK



VOLUNTEER
Hampton Roads
HANDS ON NETWORK

400 West Olney Road, Suite B
Norfolk, VA 23507

Friday, February 5, 2010
9:00 a.m. to 3:00 p.m.
Norfolk Waterside Marriott
www.volunteerhr.org

Conference Agenda

- 8:30 a.m.** Conference Registration & Continental Breakfast
- 9:00 a.m.** Opening Plenary
Presented by Jennifer Chandler, National Council of Nonprofits
- 10:00 a.m.** Exhibitor Marketplace
- 10:15 a.m.** Break-out Sessions
- ❑ **Building Strong Board-Chief Executive Partnerships**
Jane Kornblut, Third Sector Services, LLC
 - ❑ **Effectively Managing Workforce Expenses in Difficult Economic Times**
Peter Ronza, Pontifex
 - ❑ **The Internet Unveiled: The Newest Tools & Website Trends for Relationship Building**
Jay Love, eTapestry
 - ❑ **Fundraising in Lean Times**
Kim Klein, Roth & Klein Consulting
- 11:45 a.m.** Exhibitor Marketplace
- 12:00 p.m.** Excellence Award Luncheon & Keynote Address
Presented by David Sternberg Loring, Sternberg and Associates
- 1:30 p.m.** Break-out Sessions
- ❑ **Building Strong Board-Chief Executive Partnerships**
Jane Kornblut, Third Sector Services, LLC
 - ❑ **Effectively Managing Workforce Expenses in Difficult Economic Times**
Peter Ronza, Pontifex
 - ❑ **The Internet Unveiled: The Newest Tools & Website Trends for Relationship Building**
Jay Love, eTapestry
 - ❑ **Fundraising in Lean Times**
Kim Klein, Roth & Klein Consulting
- 3:00 p.m.** Conference Evaluation and Conclusion

Conference Keynotes

Morning Plenary

Highlights from a recent survey on the impact of the economic crisis on the nonprofit sector will be discussed in this morning session. The report sheds light on trends of contributions from all sources, the toll the economy is taking on nonprofits and how to move forward in 2010.

Jenny Chandler serves as Vice President and Director of Network Support & Knowledge Transfer for National Council of Nonprofits. Ms. Chandler has close to 20 years experience working with nonprofits at all levels: as program volunteer, board member, senior staff and legal advisor.

Luncheon Keynote

Dave Sternberg serves as Partner for Loring, Sternberg and Associates and Senior Governance Consultant for BoardSource. Mr. Sternberg has been a fundraising professional since obtaining his Bachelor of Arts Degree from The Ohio State University in 1991. He is a member of the faculty at The Center on Philanthropy at Indiana University's Fundraising School and a Governance Consultant for BoardSource. He has facilitated numerous customized trainings nationally and internationally and recently authored the second edition of *Fearless Fundraising for Nonprofit Boards*, which is now on BoardSource's best sellers list. Additionally, Mr. Sternberg is active in the Association of Fundraising Professionals Indiana Chapter. He served two terms as the Vice President of Programs (1999, 2000) and served as the chapter President (2001).



Break-Out Sessions

(For complete presenter bios, visit www.volunteerhr.org)

Building Strong Board-Chief Executive Partnerships

Join your executive colleagues and board members for a lively discussion about "who does what?" Explore strategies for focusing the board on its roles and responsibilities and learn about trends and best practices in nonprofit governance. Design an individualized action plan for building strong partnerships with your board that can be implemented within your organizational culture.

Jane Kornblut, M.Ed serves as a principal for Third Sector Services, LLC, a consulting group dedicated to strengthening nonprofits. Her focus is on organizational assessment and planning, leadership development and executive coaching.

Effectively Managing Workforce Expenses in Difficult Economic Times

In these lean economic times, nonprofits are expected to serve more clients and complete more tasks while maintaining work quality with fewer finances and less manpower. This session will provide strategies on how to use your current financial and human resources while meeting your budget and keeping your staff motivated.



Peter Ronza serves as President for Pontifex Consulting Group. Mr. Ronza has over 23 years of field and consulting experience in a variety of industries. He has been responsible for designing, implementing and maintaining new base pay, variable pay and incentive pay systems and rewards and performance management systems for diverse groups and levels of staff.



Break-Out Sessions

The Internet Unveiled

This session explores much of the current research out there regarding online-nonprofit relationship building tools. The promise of the Internet revolutionizing how we build relationships with constituents is now upon us. Come listen to one of the pioneers of this enabling technology cut through the hype and explain what does and does not work. Actual examples of breakthrough usage and results within this exciting new arena will be illustrated.

Jay Love serves as President & CEO of eTapestry and is responsible for the day to day operations of this Blackbaud Company. During his 25 years in the sector, Mr. Love has been responsible for the implementation of over 12,000 nonprofit database systems all over the world.

Fundraising in Lean Times

Gain clarity on how the current state of the economy is affecting nonprofits and access tools that will provide you with a process for weathering any storm. This discussion will share how to set up and maintain a disciplined fundraising program that is predictable and manageable; maintain relationships with current donors and find new donors without spending a fortune.

Kim Klein is the founder of the bimonthly publication *Grassroots Fundraising Journal* and is internationally known as a fundraising trainer and consultant. Ms. Klein is a member of the Building Movement Project and leads workshops on tax policy and the importance of the "commons" for them as well as being a regular contributor to their website.

