



**2010 Disciples
Development
Conference
Jan. 15-17, 2010
Marriott Tampa
Westshore**



Dear Friends,

In today's changing world, maintaining — and growing — our donor base is essential if we are to continue to provide the ministries and services we offer. We can't live in a vacuum, nor can we believe we are entitled to gifts from our constituents, friends and known donors.

We invite you to join your development colleagues from the many ministries of the Christian Church (Disciples of Christ) at the 2010 Disciples Development Conference.

Our keynote speaker will be Janet L. Hedrick, CFRE, a senior associate in the Washington, DC, fund-raising consultant firm of Bentz, Whaley Flessner. She also is

the author of the book "Effective Donor Relations." Her presentations will provide hands-on, practical help as we seek to enlarge donor base and strive to become more effective in working with them.

I hope you will take advantage of this wonderful learning opportunity and develop stronger collegial relationships with other fund-raisers from church-related ministries.

Sincerely,

Randall S. Johnson
Program chair

<p>Friday, Jan. 15</p> <p>Pre-event golf outing and mission experience (indicate interest on registration form)</p> <p>5:30 p.m. Reception</p> <p>6:30 p.m. Dinner & Program "Fund-Raising Success Stories"</p> <p>Saturday, Jan. 16</p> <p>8 a.m. Disciples 101 An orientation to fund-raising in the Christian Church (Disciples of Christ)</p>	<p>9:30 a.m. Theme: Expanding the Circle Janet L. Hedrick, CRFE</p> <p>Noon Lunch</p> <p>1:30 p.m. Expanding the Circle Part II Janet L. Hedrick, CFRE</p> <p>3:15 p.m. Breakouts</p> <ol style="list-style-type: none"> 1) Successful Grant Writing 2) Partnering with the Church's Foundation Foundation staff 3) Building Relationships Outside the Circle 	<p>5 p.m. Depart for dinner at the restaurant of your choice</p> <p>Sunday, Jan. 17</p> <p>8:30 a.m. Covenantal Conversations: Fund-Raising in the Disciples Context Panel Discussion</p> <p>9:45 a.m. Worship Preaching: Rev. Gary Kidwell President, Christian Church Foundation</p> <p>11 a.m. Conference concludes</p>
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Conference Registration

Registration fee: \$179 by Dec. 1
\$250 thereafter

Disciples Development Conference registration covers materials, Friday dinner and Saturday lunch, along with refreshment breaks. Make total registration check payable to Christian Church Foundation and mail to:

Christian Church Foundation
P.O. Box 1986
Indianapolis, IN 46206-1986

Name: _____

Position: _____

Institution: _____

Address: _____

E-mail: _____

Disciples Development Conference registration (includes meals) \$ _____

Guest meals (additional cost)

Friday dinner @ \$30 each \$ _____

Saturday lunch @ \$22 each \$ _____

TOTAL ENCLOSED \$ _____

Spouse/Guest name _____

Dietary restrictions _____

This will be my first Disciples Development Conference

I am interested in one of the following activities for Friday, Jan. 15. I realize it may require me to arrive Thursday night, Jan. 14. Please contact me:

Golf outing. Cost to be determined, payable at the course.

Mission experience. Details to be provided.

Host Hotel: **Marriott Tampa Westshore**
1001 N. Westshore Blvd.
Tampa, Florida 33607
(800) 564-3489
www.marriott.com/tpawe

To make your reservations at the special group rate of \$112 plus tax/per night, please call (800) 564-3489 and ask for the Disciples Development Conference Rate

or

book online at www.marriott.com/tpawe and enter DISDISA in the promotion/discount box.

Group Rate Available until Dec 23, 2009

Keynote Speaker:
Janet L. Hedrick, CFRE

Janet L. Hedrick, CFRE, is a senior associate in the Washington, DC, office of Bentz Whaley Flessner. Her areas of expertise include planning, implementation, and evaluation of annual, capital, and planned giving programs; assessment and enhancement of donor relations and stewardship programs; and training and motivating campaign volunteers and development staff.

Ms. Hedrick has more than thirty years of experience as a consultant and development professional. Prior to joining the firm, Ms. Hedrick served UMass Memorial Foundation, Providence Health System, Millard Fillmore Health System, St. Christopher's Hospital for Children, and Johns Hopkins Children's Center.

Ms. Hedrick is the author of *Effective Donor Relations*, which was released by John Wiley & Sons in January 2009. The book is the latest volume in the Wiley AFP Fund Development Series and is the definitive resource book on acknowledgment, recognition, and stewardship of donors with the focus on building relationships that will produce loyal donors who continue to give and who increase their giving according to their capacity.

Conference dress is business casual; dress for varying meeting room temperatures.