



## Annual Conference 2009

**Starts on** 10/11/2009

**at** 09:30

**Ends on** 11/11/2009

**at** 16:00

**Category** Training

**Location** Grange Over Sands

**Topic** Annual Conference

**Group** North West

## NORTH WEST ANNUAL CONFERENCE 2009

The North West Regional Committee of the Institute of Fundraising are delighted to announce the 2009 North West Annual Conference. This year's full two-day residential package offers plenary sessions, a host of exciting workshops to choose from together with the opportunity to relax and network, with coffee and lunch breaks hosted by sponsors who include **Harlequin Software, J S Dutton, Skyline Events, Bruce Tait Associates, Justgiving.com and Majestic Publications** .

The conference also includes the Annual Dinner with this years being "A Touch of Red"! Not forgetting the evening entertainment from "Trevor T". An event not to be missed.

Plenaries & Workshops for 2009 include:

- Green Shoots The Challenges Ahead with Panikos Efthimiou of CAF
- Why you need to be a Communication Jedi if you want to be more successful Cath Daley of The Successful Business
- Press nightmare s and how to deal with them Dave Upton of Lancashire Evening Post
- Don't be a twit use Twitter to increase awareness of your events Jonathan Waddingham of Justgiving.com and Catherine Williams of St Ann's Hospice
- Building a list of great donors and getting them to give again (and again!) Stephen Pidgeon of Tangible Response
- Raising Big Gifts with a Small Team Catherine Longley of Hollybank Trust
- VAT & Fundraising Activities Peter Buck of TLL Accountants
- Gift Aid Mark Toner of HM Revenue & Customs
- Fundraising Strategy from Scratch Bruce Tait of Bruce Tait Associates
- How to pitch to Companies Rachel Jones of Barnardo's
- Writing stuff that REALLY moves people (even including unpopular causes) Stephen Pidgeon of Tangible Response
- North West Fundraising Salary Survey Results Bruce Tait & Angie Kay of Bruce Tait Associates
- Charity Accounts how best to allocate those costs ! Peter Buck of TLL Accountants
- Tweaking your Fundraising Strategy in the credit crunch Bruce Tait of Bruce Tait Associates
- Donor Retention how to use your database to your best advantage Sarah Jones of St Kentigren's Hospice and Tom Ellis of Harlequin Software
- Working with Corporate Volunteers Ellie Hudson of Barnardo's

- Creating a Formula for Interview Success Eilish McDowell of Bruce Tait Associates
- Professional Development within Fundraising Paul Marvell of Institute of Fundraising
- Making the most of your case studies Clair Bedford of Visual Media
- Events are a risky business Caroline Siddall of Nightingale House Hospice and Jenny Haskey of The Christie
- How to network a room and put it into practice Sue Tonks

**Venue:** Netherwood Hotel, Grange over Sands, Cumbria

**Cost:** Members 250 and Non-Members 310 and Day Delegate Rates from 70.

For a full programme see the link below

**[Email Irene Chambers](#)** for a Booking Form or follow the link below

### **Related Links**

- **[Conference Booking Form 09](#)**
- **[Conference Programme 2009](#)**

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