



Past Events

Nov 2009 Winter Conference

Sacha Tremain, Rob Grimes (National Trust), Mair Bosworth (ActionAid) - [The Fundraiser/Researcher Relationship](#)
Helen Carpenter, Holly Cranage (NSPCC) - [Prospect Researchers Calling the Shots](#)
Matt Ide (THINKConsulting), Finbar Cullen (ResearchPlus) - [Essentials of Prospect Research](#)
Martin Tomkinson - To follow

Dec 2008 Xmas Conference

Adrian Beney (Iain More Associates) - [Prospect Tracking & Management](#)
Eleanor Marsden (University of Southampton) - [Implementing Prospect Management](#)
Victor Robinson - [OneSource Presentation](#)
Mena Gainpaulsingh (International Fundraising Consultancy) - [How Fundraisers Use Your Research](#)

July 2008 Estimating Wealth

Sophie Hackford (New Philanthropy Capital) - Overview of UK Wealth
Paul Turner (International Medical Corps UK) - [A Fundraiser's Perspective on Wealth](#)
Chris Murphy (Ravensbourne Research Ltd) [Reading Company Accounts](#)
Blackbaud Presentation (Event Sponsors)
Kevin Cahill (author of Who Owns Britain) - [How to read the Sunday Times Rich List](#)
Helen Brown (The Helen Brown Group) - [Estimating Wealth](#)

Nov 2007 Data Management

John Sauv -Rodd (Datapreneurs) [Data Screening](#)
Adrian Beney (Iain More Associates) the [Data Protection Act](#)
Paul Rollins (The Copyright Licensing Agency) Copyright
Jane Langley (University of Sussex) prospect tracking and moves management

Data Screening case studies: [Brakeley & Nottingham Trent University, Factory & Crisis study](#), Action Planning/Prospecting for Gold + case study

May 2007 International Prospect Research

John Baguley of IFC International Fundraising and Research
Ram Gidoomal CBE Philanthropy and the Asian Diaspora
Bureau Van Dijk Product Demonstration MINT and MINT Global
Finbar Cullen [Research into International Trusts and Foundations](#)

Nov 2006 Researching the City Part II

Mark Evans Philanthropy & Coutts
Fiona Rawes [Corporate Social Responsibility](#)
Vikki Hartley - [A Guide to Corporate Foundations](#)
Elly Bohme [Ethical screening of prospective donors](#)

May 2006 Researching the City of London

Chris Stoakes Demystifying the City
Andrew Blessley - Overview of Livery Companies
Sylvia James - Researching city personalities

September 2005

Fraser Alexander - The charitable giving process
Ann Shadrake How research builds into business planning
Jonathan Glasspool How Who's Who is researched and compiled
Susie Blundell Membership Co-ordinator, Institute of Fundraising: How the Institute can work with prospect researchers.

March 2005

Chris Carnie
Professor Adrian Sargeant Fundraising research
Theresa Lloyd [Why rich people give](#)

Autumn 2004

Cathy Pharaoh [Charity trends](#)
Finbar Cullen [Website resources for researchers](#)
Les Hems Guidestar UK

June 2004

Helen Brown & Lesley Jones - Prospect management
David Timothy Hemscott Company Guru

February 2004

Jill Nadolski Reaching the unreached: how to tap the wealth of British Indians
Rebecca Stark & James Gilmour Grantfinder database

International Research break-out sessions

March 2003

Stephen Lee & Christine Jeffrey Data Protection
Amanda Delew the Giving Campaign

February 2002

Pat Thorne Researching UK individuals
Helen Brown US research

June 2001

Chris Murphy Corporate research without tears

April 2000

Jay Frost Global wealth

January 2000

Paul Ticher Data Protection Act
Iain McMullan Moves management

July 1999

Stephen Lee Data protection act
Ivan Wainwright Information technology in fundraising

April 1999

Rai Davies website development
Christine Jeffrey Ethics in fundraising research
Joe O Sullivan Issues facing the new researcher

October 1998

John Baguely International fundraising

July 1997

Cathy Pharoah statistics as a guide to fundraising

Alison Montgomery managing your research customers

Christine Jeffrey Tracking lost alumni

February 1997

Dr Alison Binns Donor motivations

Karen Wright Generosity vs. altruism

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