



Our Catholic Faith Matters

Now More Than Ever.

INTERNATIONAL CATHOLIC STEWARDSHIP COUNCIL

Join us for the



56th Annual Conference

Coming to Nashville October 28 to 31



MISSIONARY DISCIPLES: *Stewards of the Gospel*

Spirituality is at the very heart of this conference. I feel that the Holy Spirit is truly alive in our midst and energizes me to minister in my own parish. That is why I keep coming back year after year.

~Jennifer, Seattle, Washington

The ICSC conference has helped me be a better pastor. The wealth of experience shared and the wisdom that comes from so many priests and Catholic lay leaders are overwhelming but inspiring. It affirms my ministry and brings a certain joy to my pastoral outlook.

~Father John, Chicago, Illinois

Special Guests Include:

Most Reverend J. Mark Spalding, JCL
Bishop of Nashville

Julianne Stanz
USCCB Committee on Catechesis and Evangelization

His Eminence Cardinal Thomas Collins
Archbishop of Toronto

and more than 100 inspiring speakers,

...

homilists and liturgical musicians.

The International Catholic Stewardship Council has been ministering to Catholics in North America and beyond since 1962. It is affiliated with the United States Conference of Catholic Bishops.

Who should attend?

Parish leaders, especially those involved in:

- Evangelization
- Youth
- Young adults
- Parish Council
- Stewardship
- Communications
- RCIA
- Adult faith formation
- Finance
- Catholic schools

(800) 352-3452 | catholicstewardship.com



October 28-31, 2018

Nashville, Tennessee

**2018 ICSC CONFERENCE PROGRAM SESSIONS
AND LITURGIES**

SUNDAY, 28, OCTOBER 2018

Opening Concelebrated Liturgy

3:30 pm – 4:45 pm

Presidential Ballroom CDE

Welcoming Remarks and Plenary Session

5:00 pm - 6:30 pm

Presidential Ballroom CDE

Opening Plenary Address

Speaker: Julianne Stanz

Director, New Evangelization

Diocese of Green Bay, Wisconsin

Consultant, USCCB Committee on Catechesis and Evangelization

Welcome to Nashville Reception with Exhibitors

6:30 pm – 7:30 pm

Ryman Exhibit Hall B1-B3

MONDAY, 29 OCTOBER 2018

Session 1

8:30 am – 9:30 am

Presidential Ballroom A

Stewardship, Discipleship and Evangelization

Speaker: Reverend C. Jarrod Lies

Pastor

St. Francis of Assisi Parish

Wichita, Kansas

Moderator: Jill Alberti

Director of Parish Communications and Stewardship

Diocese of Jefferson City, Missouri

Stewardship is a grateful response to God's abundant gifts lived in missionary discipleship. This presentation will explore the stewardship way of life as a participation in the lay apostolate as taught by Vatican II. It will then explore the Christological and Trinitarian roots of stewardship, the difference between stewardship and discipleship, and stewardship's expression in evangelization.

Session 2

8:30 am – 9:30 am

Presidential Ballroom B

The Challenges and Rewards of Parish Bilingual Communications

Speaker: Adriana Fernandez

Development and Communication

Good Shepherd Catholic Church

Alexandria, Virginia

Speaker: Lorraine Monaco, Ph.D.

Communications

Good Shepherd Catholic Church

Alexandria, Virginia

Moderator: Robert Mueller

Director of Development

Diocese of Arlington, Virginia

Culturally diverse parishes continue to be the fastest growing types of parishes in the United States. As parishes become more diverse, it is important to harness multiple media to communicate effectively. Doing so enhances a sense of community and unity and helps build a culture of stewardship. The presenters discuss issues such as: Why provide translations? How

much information should be translated? And, how can different media be used to reach diverse groups in one unified parish?

Session 3

8:30 am – 9:30 am

Jackson AB

Practical Ideas to Empower Young Adult Stewards in Parish Life

Speaker: Michaela Barta

Young Adult Minister

St. Laurence Catholic Church

Sugar Land, Texas

Moderator: Leisa Anslinger

Associate Department Director for Pastoral Life

Archdiocese of Cincinnati, Ohio

What does a fruitful young adult ministry really look like within the context of a parish? Learn from the experiential knowledge of an active young adult ministry about how it can operate effectively. Discover fresh how-to approaches for your own parish to better authentically connect this disconnected demographic of 20 to 30 somethings.

Session 4

8:30 am – 9:30 am

Washington B

Planning for the Mission: Transforming Your Parish

Speaker: Katie Herzing

Parish Coach

Our Sunday Visitor

Huntington, Indiana

Speaker: Joanie Lewis

Appeals and Campaigns Account Executive/Product Lead

Our Sunday Visitor

Huntington, Indiana

Moderator: Terrie Baldwin

Evangelization Director

Diocese of Cleveland, Ohio

As a church our mission is to “go and make disciples,” but this does not just happen automatically. In this session, attendees will learn the importance of planning in order to reach and teach the parish mission and vision. Techniques will be discussed for gathering parishioner input to earn their understanding and buy-in, and new ideas and methods will be shared for

welcoming and engaging parishioners, setting parish priorities, and checking for “blind spots” in the plan.

Session 5

8:30 am – 9:30 am

Jackson EF

Introducción a la Espiritualidad de la Corresponsabilidad / An Introduction to the Spirituality of Stewardship

Speaker: Monseñor Justino Sota Mendoza

Vicario General

Diócesis de Carabayllo

Carabayllo, Peru

Moderator: Jessica Orzechowski

Parish Services Coordinator

Archdiocese of Detroit, Michigan

La corresponsabilidad es un aspecto transformador y liberador de nuestra vida espiritual en Jesucristo. Guiado e inspirado por el Espíritu Santo, es una parte fundamental de nuestro camino personal en el Señor. Esta sesión explorará los principios bíblicos de la corresponsabilidad cristiana y cómo esta espiritualidad nos guía a dar testimonio de nuestra fe en palabras y obras.

Stewardship is a transforming and liberating aspect of our spiritual lives in Jesus Christ. Guided and inspired by the Holy Spirit, it is an essential part of our personal journey in the Lord. This session will explore the biblical principles of Christian stewardship and how this spirituality leads us to give witness to our faith in our words and actions.

Session 6

8:30 am – 9:30 am

Jackson CD

Strategic Planning for Catholic Schools

Speaker: Nick Regina

Deputy Secretary for Enrollment Management

Archdiocese of Philadelphia, Pennsylvania

Moderator: Laurel Keller

Associate Director of Development

Archdiocese of Galveston-Houston, Texas

Focusing on the strategic planning process at Catholic elementary and secondary schools, this session will detail how to create a school-specific, consensus-based plan that identifies three to five, three-year, school-specific objectives for key planning areas like Catholic identity, enrollment management, educational policy and program, facilities, development and financial management.

Session 7
8:30 am – 9:30 am
Lincoln DE

Diocesan Appeals: Don't Forget the Fundamentals

Speaker: Jim Kelley
Director of Development
Diocese of Charlotte, North Carolina

Speaker: Kerry Ann Tornosello
Stewardship Committee Chair
St. Therese Parish
Mooresville, North Carolina

Moderator: Glenda Seipp
Director, Annual Giving and Stewardship Services
Diocese of Helena, Montana

Effective annual appeals are both comprehensive and systematic. In this session, we will review the components and framework of an annual appeal, discover opportunities for creatively reaching donors, and outline how to assess the success of your appeal.

Session 8
8:30 am – 9:30 am
Lincoln C

Increasing Participation from Ethnically Diverse Communities in an Archdiocesan Campaign

Speaker: José De Jesús
Senior Account Executive – Hispanic Services
Guidance In Giving, Inc.
Coram, New York

Moderator: Steve Messina
Senior Director, Major Gifts
Archdiocese of Chicago, Illinois

The Archdiocese of Newark is a very diverse urban and suburban archdiocese. In looking at the success of the recent archdiocesan capital campaign, key elements will be examined that encouraged overall participation. Specifically, this presentation will look at the use of targeted multilingual marketing materials, the great impact of credit and debit cards, the use of an all-inclusive and inspirational video, and the training and empowering of pastors and committees at the parish level

Session 9
8:30 am – 9:30 am
Delta Island E
Catholic Foundations Lead the Way in Planned Giving

Speaker: Suzanne Nunn
Planned Giving Officer
Orange Catholic Foundation
Orange, California

Moderator: David Wyrwich
Executive Director
Catholic Foundation of the Diocese of Biloxi, Mississippi

This session will provide programs, resources and tools that a Catholic foundation can implement to assist parishioners in their planning for well thought out asset and legacy gifts. Also covered will be tools to organize parish and school development leaders for training in support of their local efforts and create opportunities to grow the legal and financial advisor sectors in your diocese. As a Catholic foundation, how can you provide long term support to sustain your parishes, schools and diocesan ministries? Successful programming with results will be shared.

Session 10
8:30 am – 9:30 am
Lincoln A

The Evolution of Lay Leadership and Volunteers in Catholic Philanthropy

Speaker: Larry Dorame
Associate
Ruotolo Associates Inc.
Englewood Cliffs, New Jersey

Speaker: Steve Michalek
Vice President & Director of Church Division
Ruotolo Associates Inc.
Englewood Cliffs, New Jersey

Moderator: Rock Beharry
Director of Stewardship, Development and Pontifical Mission Societies
Diocese of Georgetown, Guyana, South America

A well-prepared group of volunteer lay leaders can make the difference in a fundraising campaign. Most importantly, they can make the roles of diocesan, parish, or school leadership more effective. Years ago, parish volunteers could be counted on to tirelessly go door-to-door asking for contributions. Today, volunteers are more difficult to find. In this presentation you will explore topics such as ways to motivate volunteers to participate and utilize their talents for a successful fundraising endeavor.

Session 11

10:00 am – 11:00 am

Presidential Ballroom A

Stewardship of Treasure: An Ecumenical Perspective

Speaker: Mary Ann Otto

Pastoral Minister for Missionary Discipleship

St. Joseph and St. Mary Parishes

Appleton, Wisconsin

Moderator: Mark Clark

Director, Stewardship and Development

Diocese of Honolulu, Hawaii

This session will take a look at how some of our successful Catholic parish teams, as well as some of the pastoral leaders in other denominations encourage and inspire their members to be generous givers and stewards of treasure. It's about changing hearts and changing habits. Join us to be surprised, informed and inspired!

Session 12

10:00 am – 11:00 am

Presidential Ballroom B

Keeping Refreshed, Renewed and Focused on the Mission

Speaker: Reverend John Weatherill

Pastor

St. John the Baptist Parish

Purley, London, England

Speaker: Teresa Keogh

Advisor for Stewardship

Archdiocese of Southwark

United Kingdom

Moderator: Jennifer Clark

Director, Parish Life and Faith Formation

St. Hedwig Catholic Church

Los Alamitos, California

This session will focus on both our parishes and ourselves, personally, and uses the Gospel account of the Woman at the Well as a model for this dynamic. The presenters will reflect on how, in a parish setting, we can make the mission of Jesus central in all we do. Then, they will

use the Woman at the Well as an inspiration and lead us in reflection about how we can stay refreshed, renewed and focused on the mission in our own lives.

Session 13
10:00 am – 11:00 am
Jackson AB

Stewardship Leads to Evangelization

Speaker: Reverend Joe Creedon
Pastor *Emeritus*
Christ the King
Kingston, Rhode Island

Moderator: Ann Marie Calka
Member Associate
ICSC
Dearborn, Michigan

Once your parish has decided to embrace the spirituality of stewardship life will change. Membership in the parish will be active rather than passive. The parish environment will encourage each and every member to discover the "task" that God has given to them to build up the body of Christ. The energy that the spirituality of stewardship brings to your faith community will both enrich it and be unable to be contained within the confines of that faith community. Attend this session to learn how stewardship motivates all to do the best they can do and then some!

Session 14
10:00 am – 11:00 am
Washington B

¡Cuenta Conmigo! Un Proceso de Corresponsabilidad y Evangelización / You Can Count on Me! A Stewardship and Evangelization Process

Speaker: Reverendo Mark Hamlet
Párroco
Parroquia Sacred Heart
Austin, Texas

Speaker: Elizabeth Carrillo
Administradora
Parroquia Sacred Heart
Austin, Texas

Moderator: Ana Juarez
Administradora
Parroquia St. Alfred
Taylor, Michigan

Los asistentes a esta sesión aprenderán los fundamentos del plan de corresponsabilidad de nuestra parroquia involucrando sistemáticamente catequesis y formación de los fieles en la Misa, formándoles como una vibrante y comprometida comunidad parroquial. El proceso de corresponsabilidad “Cuenta Conmigo” se enfoca en varias áreas que incluyen la afiliación parroquial, el compromiso y las obligaciones con la parroquia y el diezmo como un signo espiritual de madurez con donación planeada.

Attendees at this session will learn the basics of our parish stewardship plan involving regular catechesis and formation of the faithful at Mass, forming them into a vibrant, committed, parish community. The stewardship process “You Can Count on Me” focuses on several areas including parish membership, commitment and obligations to the parish and tithing as a sign of spiritual maturity with planned giving.

Session 15
10:00 am – 11:00 am
Jackson EF

Stop Telling People to Give, Teach Them How

Speaker: Cory Howat
Executive Director of the Catholic Foundation
Archdiocese of New Orleans, Louisiana

Speaker: Brent Spicer
Director of Strategic Relationships
Ramsey Solutions
Brentwood, Tennessee

Speaker: Jordan Watwood
Associate Director of Marketing
Ramsey Solutions
Brentwood, Tennessee

Moderator: Renée Underwood
Associate Director of the Advancement Foundation
Diocese of Fort Worth, Texas

Seventy-eight percent of Americans live paycheck to paycheck. Money is the number one issue married couples argue about. People want to be generous, but they don’t know how. It’s time for your parishioners to live and give the way God intended. Attend this session and learn how to help families where they’re hurting by teaching them how to budget, pay off debt, save, and give generously.

Session 16
10:00 am – 11:00 am
Jackson CD

Putting it All Into Focus: Effectively Managing Financial Aid Resources

Speaker: Dan Hughes
Senior Vice President
FACTS Management
Lincoln, Nebraska

Moderator: Joyce Schreiber
Director
McMahon Parater Scholarship Foundation
Diocese of Richmond, Virginia

This session will provide insight as it relates to the trends in financial assistance for Catholic schools as the demand is increasing at a rate faster than available funding. Understand the best practices in effectively managing all sources of financial assistance in order to recruit and retain students. Specific strategies will be shared as Catholic schools look to maximize the resources available for financial assistance.

Session 17
10:00 am – 11:00 am
Lincoln DE

Ten Things I Wish I'd Known When I Started in Development

Speaker: Mike McNamara
Board Chair
Catholic Foundation, Diocese of St. Augustine
Jacksonville, Florida

Moderator: Vito Napoletano
President *Emeritus*, ICSC
Orlando, Florida

This session will be both instructive and interactive as a “fund raising leader and road warrior” shares humor and reality gleaned from over 40 years in development. From \$3 million campaigns at Midwestern Catholic colleges to a \$1.3 billion campaign for the Mayo Clinic to an \$11 million campaign at his home parish in Jacksonville Beach, Florida, the presenter will share how certain basics ring true no matter what size institution one is serving. This will be a truly “back-to-basics” and “renewal” for both new and experienced volunteer and professional fundraisers.

Session 18
10:00 am – 11:00 am
Lincoln C

Mythbusters: Stewardship Style!

Speaker: Elizabeth Zeigler
President and CEO
GP Catholic Services,
a division of Graham-Pelton Consulting
Washington, DC

Moderator: Karin Hurley
Director of Stewardship and Development
Diocese of Salt Lake City, Utah

As stewardship professionals, we come across many misconceptions about our profession and the charitable sector that dilute the power of philanthropy. By casting fundraisers in a negative light, myths prevent giving and deter qualified people from serving the Church as stewardship professionals. This talk details the four most frequently encountered and problematic myths within the stewardship profession and, as the show Mythbusters states, “We don’t just tell the myths, we put them to the test!”

Session 19
10:00 am – 11:00 am
Delta Island E

Rising Tides Lift all Boats: The Impact of Socially Responsible Investing

Speaker: Sam Saladino, III
CEO
IWP Capital, LLC
Arlington, Texas

Moderator: Elisa Smith
Director, Catholic Community Foundation
Archdiocese of Indianapolis, Indiana

This presentation will cover the basics of socially responsible investing and the impact it has on society and portfolio performance. The socially responsible investment guidelines written by the USCCB will be reviewed and how tools like screening, proxy voting and impact investing support those guidelines.

Session 20
10:00 am – 11:00 am
Lincoln A

Managing a Cohesive Annual Appeal Campaign

Speaker: Theresa Aide
Sales Representative
Suttle-Straus
Waunakee, Wisconsin

Speaker: Karen Wenning
Business Development Manager
Suttle-Straus
Waunakee, Wisconsin

Moderator: Jeff Reiter
Director of Stewardship and Development
Diocese of La Crosse, Wisconsin

This presentation will showcase ways to improve the effectiveness and efficiency of annual diocesan appeal campaigns. Based on real-life case study examples from multiple nonprofits including the Dioceses of Madison and La Crosse, it offers tips and best practices for strategy, scheduling, distribution, and use of data.

Session 21
2:00 pm – 3:00 pm
Presidential Ballroom A

La Introducción de la Corresponsabilidad en una Parroquia Pequeña: La Experiencia de San Alfredo / Introducing Stewardship to a Small Parish: The St. Alfred Experience

Speaker: Ana Juarez
Administradora
Parroquia St. Alfred
Taylor, Michigan

Speaker: Jessica Orzechowski
Encargada de la Comisión de Corresponsabilidad
Parroquia St. Alfred
Taylor, Michigan

Moderator: Myrtha Diaz Medina
Moderator, Parish Pastoral Council
Parroquia Espiritu Santo
Toa Baja, Puerto Rico

Venga y vea como una parroquia introduce la corresponsabilidad por primera vez. Esta sesión ofrecerá un modelo para introducir la corresponsabilidad que incluye la planeación, materiales, implementación y seguimiento. Conscientes de que cada parroquia es única y no existe la solución de “una sola talla,” las presentadoras compartirán su experiencia del modelo fundamental que utilizaron para introducir la corresponsabilidad en la Parroquia San Alfredo, una comunidad cuyos miembros incluyen feligreses que hablan inglés y español.

Come and see how a parish introduces stewardship for the first time. This session offers a model for introducing stewardship which includes planning, materials, implementation and follow up. Aware that every parish is unique and there is no “one size fits all” solution, the presenters will nevertheless share their experience of using a fundamental approach to introducing stewardship at St. Alfred Parish, a community whose members include both English and Spanish-speaking parishioners.

Session 22

2:00 pm – 3:00 pm

Presidential Ballroom B

Evangelization’s Prophetic Witness from a Filipino Parish and the Church of the Poor

Speaker: Reverend Manuel Vicente Catral

Pastor

San Telmo Parish

Aparri, Cagayan

Tuguegarao, Philippines

Moderator: Jose Clemente

Executive Director

Socio Pastoral Institute

Archdiocese of Manila, Philippines

How can the spirituality of stewardship stir a new ardor in our evangelizing efforts? This presentation is based on the presenter’s experience as a parish priest for the past 15 years, and draws from his implementation of stewardship as a way of life in parishes with modest means in the Philippines. He will describe how teaching stewardship moves a community to become a prophetic witness to Christ’s presence and how it proclaims the Good News of the Kingdom of God.

Session 23

2:00 pm – 3:00 pm

Jackson AB

Maximizing Parish Communications for Missionary Discipleship

Speaker: Renée Underwood

Associate Director of the Advancement Foundation

Diocese of Fort Worth, Texas

Moderator: Schuyler Kleinpeter

Stewardship and Advancement Director

St. Pius X Catholic Church

Lafayette, Louisiana

Learn how a permanent communications committee can take your parish promotional efforts to the next level. Tapping on her work for a large Catholic parish, the presenter will cover the

basics for creating a committee and implementing a strategic communication plan to engage current and new parishioners, as well as school families, in the life of the parish. If you are interested in making your parish communications more effective through planning, online marketing, website development, social media, public relations and more, this is the session for you!

Session 24
2:00 pm – 3:00 pm
Washington B

The "Digital" Trinity - Web, Social, and Mobile - Can Fuel Participation and Generosity

Speaker: Guy Weismantel
Chief Marketing Officer
Pushpay, Inc.
Redmond, Washington

Moderator: Debbie Leaverton
Director, Parish Stewardship Education and Pastoral Services Appeal
Orange Catholic Foundation
Garden Grove, California

Parishioners are consumers too. They spend more than five hours per day on digital devices. To spur more participation and generosity in your parish, come learn about strategies to align calls-to-action across web, social, and mobile—the “digital” trinity. This presentation will share detailed plans to help you build a thriving parish and increase community, connections, and belonging at your church.

Session 25
2:00 pm – 3:00 pm
Jackson EF

Cultivating Hearts and Empowering Generosity

Speaker: Paul Goldsworthy
Catholic Product Manager
ACS Technologies
Florence, South Carolina

Moderator: Robin Margraf
Pastoral Associate
Our Lady of Fatima Catholic Church
San Clemente, California

Generosity is typically associated with just giving money, and while financial donations are important, true generosity is found in the giving of time, talent, and treasure. In this presentation, you will learn what influences people when they are making decisions on where to spend their

time and money. You will also discover how technology can improve all areas of stewardship - from better communications to finding places to serve and use eGiving.

Session 26

2:00 pm – 3:00 pm

Jackson CD

Likes, Tweets and Shares: Leveraging Your School's Social Media Strategy

Speaker: Jennifer Tuberosa
Vice President for Development
Cardinal O'Hara High School
Springfield, Pennsylvania

Moderator: Brad Snyder
Principal
St. Joseph Catholic School
Santa Ana, California

Hashtags. Views. Going viral. Shares. Retweets. So much going on in social media! How can advancement professionals leverage the many social channels to expand outreach, share their vision and achieve their goals? Review the basics of a strong school social media strategy and learn how to engage, recruit and fundraise successfully in today's competitive social media landscape.

Session 27

2:00 pm – 3:00 pm

Lincoln DE

Doing More with Less: Stewardship and Development in Mission Dioceses

Facilitator: Robert Anderson
Senior Director of Mission
Catholic Extension
Chicago, Illinois

Panelists: Anne Durney
Senior Development Assistant
Diocese of Charleston, South Carolina

Reathel Giannonatti
Director of Stewardship and Development
Diocese of Crookston, Minnesota

Margaret Hampton
Coordinator of Development
Diocese of Boise, Idaho

Tom Riordan
Director for Mission Partnerships
Catholic Extension
Chicago, Illinois

Stewardship and development in mission dioceses is different than in larger Catholic dioceses. In this panel discussion, we will highlight examples of successful programs in mission dioceses that can be shared and replicated in other locations. Panelists will bring samples and materials to give attendees the tools they need to copy these programs for a great impact at little to no additional cost.

Session 28
2:00 pm – 3:00 pm
Lincoln C

Economic Outlook

Speaker: Lindsey Piegza, Ph.D.
Chief Economist, Managing Director
Stifel
Chicago, Illinois

Moderator: Rebecca Harris
Director of Stewardship and Development
Diocese of Jackson, Mississippi

This session will look at the pace of our economic recovery and what it means going forward for overall growth, interest rates and monetary policy. It will cover macro-economic trends in consumer behaviors and in the manufacturing sector, in addition to new Federal Reserve policy initiatives and potential economic effects of these changes. It will also examine economic growth in the United States as a whole and its effects on interest rates.

Session 29
2:00 pm – 3:00 pm
Delta Island E

Effective Techniques for Harvesting Planned Gifts in Uncultivated Parish Fields

Speaker: Mark Henry
President
East Texas Catholic Foundation
Tyler, Texas

Moderator: Elisa Smith
Director, Catholic Community Foundation
Archdiocese of Indianapolis, Indiana

Most parishioners haven't been seriously asked to consider making a planned gift to their parish, diocese or Catholic foundation. However, many parishioners have been cultivated for planned gifts by non-Catholic charities. Learn effective planned giving implementation strategies that enable you to generate planned gifts even if your parish or diocese has not spent much time communicating with parishioners about bequests or other planned gifts.

Session 30
2:00 pm – 3:00 pm
Lincoln A

Using Your Data with Confidence - Actual Success Stories

Speaker: Kathy Dalsaso
Chief ROI Officer
ROI Dataworks
Golden, Colorado

Moderator: Michele Mullikin
Director of Parish Giving and Planned Giving Officer
Diocese of Allentown, Pennsylvania

Data can seem tedious, tricky and boring, however, data is filled with answers, stories, and guidance to help your organization, whether a diocese, parish, school or foundation. Locked inside the cells, formulas, and reports are amazing nuggets of information to explain what, why, when and how! Join us to briefly review actual case studies. Unveil actionable donor stories, create marketing strategies that decrease risk, and improve efficiency, keys to boosting confidence in reaching and surpassing your annual appeal, offertory, capital campaign, or attracting new students!

Session 31
3:30 pm – 4:30 pm
Presidential Ballroom A

Bring Faith to Life Through Stewardship of Time and Talent

Speaker: Leisa Anslinger
Associate Department Director for Pastoral Life
Archdiocese of Cincinnati, Ohio

Moderator: Cynthia Bosh
Stewardship Coordinator
All Hallows Catholic Church
LaJolla, California

Something special takes place when we grow as good stewards of our lives, gifts and talents, and the time entrusted to us by our good and gracious God. This is more than asking people to give "time and talent." It is a way to help them discover and respond to the grace of God in

their lives. Explore practical ways to help people recognize their talents, grow in gratitude for all they are and will be, and live their lives fruitfully as good stewards.

Session 32

3:30 pm – 4:30 pm

Presidential Ballroom B

Manteniendo Viva la Corresponsabilidad en la Parroquia / Keeping Stewardship Alive in the Parish

Speaker: Monseñor Matthew Bernelli

Párroco Emérito

Parroquia St. Mary

Bridgeport, Connecticut

Moderator: Coni Perez

Parish Stewardship Consultant

ICSC

Houston, Texas

Esta presentación ilustrará brevemente cómo el concepto de la corresponsabilidad no es algo nuevo en la Iglesia sino que se encuentra en cada página de la Biblia. Dará también sugerencias prácticas sobre cómo implementar la corresponsabilidad en la parroquia y transformarla de un simple lugar de culto en una comunidad vibrante y Eucarística, plenamente comprometida al trabajo del Señor.

This presentation will briefly illustrate how the concept of stewardship is not something new in the Church but is found in every page of the Bible. It will also give practical suggestions on how to implement stewardship in the parish and transform it from a simple place of worship into a vibrant Eucharistic community, fully committed to the work of the Lord.

Session 33

3:30 pm – 4:30 pm

Jackson AB

Missionary Families: How Stewardship Helps Busy Families Evangelize

Speaker: Brian Niebrugge

Director of Stewardship and Annual Catholic Appeal

Archdiocese of St. Louis, Missouri

Moderator: Jill Alberti

Director of Parish Communications and Stewardship

Diocese of Jefferson City, Missouri

How often have you said to yourself, “Slow down! It’s a marathon, not a sprint!” However, raising a family is a marathon that’s paced like a 100 Meter Dash. Who has time to evangelize? But if families, not just individuals, are the basic unit of society and the Church, then they are

called to evangelize as a family, not in spite of the busy-ness, but through it. Come learn how being a steward of ordinary family life can help the domestic church to evangelize neighborhoods, parishes, and the whole world.

Session 34
3:30 pm – 4:30 pm
Washington B

Reinvigorating Your Parish Stewardship of Treasure

Speaker: Mila Glodava
Director of Stewardship and Administration
St. Vincent de Paul Parish
Denver, Colorado

Moderator: Linda Maccarone
Stewardship Coordinator
St. Mary Catholic Church
Royal Oak, Michigan

Drawing from the presenter's nearly 30 years of experience in two different parishes, this session offers practical tips and proven techniques to reinvigorate your parish stewardship of treasure commitment process. Included are methods that work for a big parish, but may not be the best in a small parish. Minor adjustments that can be made, however, to produce similarly successful results will be explained. The presentation provides statistics and sample materials that can easily be duplicated.

Session 35
3:30 pm – 4:30 pm
Jackson EF

Findings From the 2017 Churchgoer Giving Study

Speaker: Richard Bauer
e-Giving Ambassador
Vanco Payment Solutions
Bloomington, Minnesota

Moderator: Diana Liska
Director of Stewardship and Parish Relations
Diocese of Fort Worth, Texas

To better understand how to align churches with giving preferences, Vanco surveyed more than 1,000 churchgoers. This second nationwide survey repeated groundbreaking work from 2015. New findings emphasized that churchgoers significantly prefer e-Giving and give more frequently and more generously when provided those options. The growing demand for e-Giving examines churchgoers' attitudes and beliefs about giving and how they have contributed to:

growing preferences for e-Giving, declines in cash and check giving, and less-frequent weekly giving.

Session 36
3:30 pm – 4:30 pm
Jackson CD

Ten Retention Tactics That Yield Results

Speaker: Dan Rocha
Vice President of Operations
Healey Education Foundation
Mt. Laurel, New Jersey

Moderator: Tom Lilly
President
Owensboro Catholic Schools
Diocese of Owensboro, Kentucky

Consider that 90% or more of next year's students are currently enrolled in your school. With a well-planned process, you can secure their commitment early. Even before Catholic Schools Week, you will know who is returning and how many new students must be recruited to make your budget and growth goals. This session will provide both the timeline and strategies for a renewed focus on retention.

Session 37
3:30 pm – 4:30 pm
Lincoln DE

From Good to Great: Successful Fundamentals for Your Major Gift Program

Speaker: Peter de Keratry, CFRE
Executive Director of Stewardship and Development
Archdiocese of Oklahoma City, Oklahoma

Speaker: Guy Mallabone, CFRE
President/CEO
Global Philanthropic – Canada
Calgary, Alberta, Canada

Moderator: Michael Murphy
Executive Director
ICSC
Dearborn, Michigan

Building a successful major gift program can be overwhelming, but moving your program from good to great through deciding where to focus your energy for maximum return on your time is a bigger challenge. This session is aimed primarily at those who have been in fundraising for a

shorter time, and will explore the top dozen lessons which are important to an organization's culture and strategic perspective when it comes to raising major gifts.

Session 38

3:30 pm – 4:30 pm

Lincoln C

Tales from a Successful Endowment Campaign: A Blessing to Priesthood

Speaker: Mariann Gilbride, CFRE
Associate Director of Development
Diocese of Trenton, New Jersey

Speaker: Stephen Nicholl
Director of Development
Diocese of Trenton, New Jersey

Moderator: Steve Schons, CFRE
Director of Stewardship and Development
Diocese of Fargo, North Dakota

Raising endowment funds differs from raising capital dollars. Walk through the Diocese of Trenton's journey to convince priests, deacons and parishioners about the value of donating significant funds to endowing the future of the Church in Trenton. Overcoming basic objections is one thing, but toss in an unforeseen major campaign for parish mergers, school closings, and neighboring scandals for a seemingly insurmountable challenge. The theme, Faith to Move Mountains, would ring true.

Session 39

3:30 pm – 4:30 pm

Delta Island E

Everything You Wanted to Know About Catholic Foundations (But Were Afraid to Ask)

Facilitator: Thomas Scholler
Associate Director, Development and Stewardship
Archdiocese of Detroit, Michigan

Panelists: Patrick Grace
Executive Director
Catholic Community Foundation
Cleveland, Ohio

Lesle Knop, CFRE
Executive Director
Catholic Foundation of Northeast Kansas
Kansas City, Kansas

Gary Rectenwald
Executive Director
Catholic Community Foundation
San Diego, California

Catholic diocesan foundations provide important philanthropic support to their respective faith-based missions. These foundations have been evolving over the past few decades. Three experienced foundation executives representing dioceses that differ in size, location and duration will provide an overview of Catholic community foundations and answer key questions related to fundraising, board governance and asset management and distributions. You will learn from their insights the benefits of using a separate foundation that will be useful for your own strategic planning.

Session 40
3:30 pm – 4:30 pm
Lincoln A

Behind the Numbers: Using Data to Uncover Your Fundraising Potential

Speaker: Jonathan Howell
Senior Customer Success Manager
Blackbaud
Charleston, South Carolina

Moderator: Andrea Pannell
Episcopal Moderator
Diocese of Columbus, Ohio

Remember that old real estate quote about “location, location, location?” In today's fundraising world, it's all about data and engagement. In this session, you will learn about the latest research on religious giving and the decisions you can employ as a result in order to best secure gifts from both the parishioners in the pews and those sleeping in on Sunday mornings.

Concelebrated Liturgy
5:15 pm – 6:45 pm
Presidential Ballroom CDE

TUESDAY, 30 OCTOBER 2018

Session 41
8:30 am – 9:30 am
Presidential Ballroom A

Keeping Stewardship Alive in the Parish

Speaker: Monsignor Matthew Bernelli
Pastor *Emeritus*
St. Mary Parish
Bridgeport, Connecticut

Moderator: Ana Juarez
Administrator
St. Alfred Parish
Taylor, Michigan

This presentation will briefly illustrate how the concept of stewardship is not something new in the Church but is found in every page of the Bible. It will also give practical suggestions on how to implement stewardship in the parish and transform it from a simple place of worship into a vibrant Eucharistic community, fully committed to the work of the Lord.

Session 42
8:30 am – 9:30 am
Presidential Ballroom B

Discerning People for Discipleship

Speaker: Reverend Michael White
Pastor
Church of the Nativity/Rebuilt Parish Association
Timonium, Maryland

Speaker: Tom Corcoran
Associate to the Pastor
Church of the Nativity/Rebuilt Parish Association
Timonium, Maryland

Moderator: Jeanne Smith
Associate Director of Stewardship and Development
Diocese of St. Petersburg, Florida

In ministry, we need to be wise about the people we encounter. Not everyone comes with the same motivations and intent. To be successful in gathering the right people on your team you must learn to discern the correct approach based on who they are, not who you are. This session will offer a framework on understanding people, based on the Book of Proverbs, and how Jesus wisely interacted with others. This knowledge is important when managing relationships.

Session 43
8:30 am – 9:30 am
Jackson AB

Stewardship Through the Lens of Evangelization and Disciple-Making

Speaker: Tony Brandt
Co-Founder and President
Casting Nets Ministries
Wichita, Kansas

Speaker: Chris Stewart
Co-Founder and COO
Casting Nets Ministries
Wichita, Kansas

Moderator: Ann Marie Calka
Member Associate
ICSC
Dearborn, Michigan

Stewardship flows from discipleship, which is borne of an encounter with Jesus. In other words, the key to creating a culture of stewardship in your parish is through a clear and intentional plan of evangelization and disciple-making. In this dynamic presentation you will be inspired, informed and equipped to renew your vision of stewardship by seeing it through the lens of the Great Commission.

Session 44
8:30 am – 9:30 am
Washington B

Accountability and Transparency in Support of Parish Stewardship

Speaker: Deacon Bob Beehner
Director of Administration *Emeritus*
Saint Francis of Assisi Parish
Manitowoc, Wisconsin

Moderator: Helena Frazier
Business Manager
St. Philip Benizi Catholic Church
Jonesboro, Georgia

We who account for the finances of the parish are ministers too. We do not answer the cynic, but rather communicate the inflow and out flow of funds. Of the three components of stewardship, time, talent and treasure, it is the treasure that is measurable. Our transparency is a feedback supporting the stewardship approach. The “main thing” of accountability and transparency is the establishment of trust.

Session 45
8:30 am – 9:30 am
Jackson EF

The Entrepreneurial Spirit in Mission-Driven Churches

Speaker: Matthew Manion
Faculty Director
Villanova University Center for Church Management
Villanova, Pennsylvania

Moderator: Linda Maccarone
Stewardship Coordinator
St. Mary Catholic Church
Royal Oak, Michigan

Jesus chose many entrepreneurial small business owners to build the Church. This session will explore why this is so and what implications it has for your parish. Attendees will leave with the top four insights based on recent research for tapping into parishioners' entrepreneurial spirit in order to build a mission-driven church.

Session 46
8:30 am – 9:30 am
Jackson CD

Supporting Catholic Schools through Diocesan Support

Facilitator: Mary Campo
Director of Advancement
Saint John Neumann Catholic High School
Naples, Florida

Panelists: Paul Acampora
Secretary for Stewardship and Development
Diocese of Allentown, Pennsylvania

James Friend, Jr.
Executive Director of Advancement
Malvern Preparatory School
Malvern, Pennsylvania

Nick Regina
Deputy Secretary for Enrollment Management
Archdiocese of Philadelphia, Pennsylvania

Join us for a panel discussion around support systems that diocesan professionals are offering for Catholic schools in their diocese including implementing best practices for enrollment management, development and creating a board of limited jurisdiction. Hear how fellow professionals are offering support to elementary schools, high schools and parishes.

Session 47
8:30 am – 9:30 am
Lincoln DE

The Fundamentals of Planned Giving

Speaker: Joseph Chickey
Senior Vice President, Consulting Director
Sharpe Group
Memphis, Tennessee

Moderator: Shaun Riedell
Director of Development
Diocese of Springfield, Illinois

Planned giving is, in its simplest form, a sizable gift given over time or as part of a donor's estate. Pursuing planned gifts can literally change an organization's financial landscape and provide more secure long-term funding for the journey ahead. This session will explore the fundamentals of planned giving and show what you can do to help parish leaders and others understand how planned gifts can enhance giving and better respond to the desires of donors to exercise stewardship over their church

Session 48
8:30 am – 9:30 am
Lincoln C

Tell Your Story: How Crowdfunding Can Transform Your Online Giving

Speaker: Ryan Kreager
Software Architect
J.S. Paluch Company, Inc.
Franklin Park, Illinois

Moderator: David Kissel
Director, Department of Stewardship
Archdiocese of Cincinnati, Ohio

The magic of storytelling can help draw your audience into your fundraising efforts, and make them part of the "who and why behind the what." In this session, you will learn the history of story-based fundraising and the current state of crowdfunding. You will also hear best practices for incorporating crowdfunding into fundraising of any size: targeted raises, capital campaigns, diocesan appeals and more.

Session 49
8:30 am – 9:30 am
Delta Island E

Impact of the 2017 Tax Reform Act on Foundations and Supported Ministries

Speaker: Kevin Schmid
Vice President, Financial Advisor
CAPTRUST Advisors
Tampa, Florida

Moderator: Shannon Roh
Executive Director of the Catholic Foundation
Archdiocese of Mobile, Alabama

The Tax Cuts and Jobs Act signed into law by President Trump in December 2017 is the largest change to the United States tax code in 30 years and will have a significant impact on many areas of the economy. This presentation will examine the key features and provisions of the law, with specific focus on the potential effects of the law on the operations and investment activities of charitable foundations and the overall environment for charitable giving.

Session 50
8:30 am – 9:30 am
Lincoln A

No Room for Doom and Gloom! Let's Get Positive

Speaker: Kevin Lynch
President
Lynch Development Associates
Centerport, New York

Moderator: Brian Doyle
Director of Development
Diocese of Palm Beach, Florida

There is no doubt that as an institution our infrastructure is aging, Mass attendance is declining and vocations to the priesthood and religious life are dwindling. However, as Church, not only do we have the Good News to share, we have the Best News! Explore how and where our dioceses should be focusing their energies and budgets to better address these trends, thereby cultivating a new and positive future!

Session 51
10:00 am – 11:00 am
Presidential Ballroom A

Clergy-to-Clergy Reflections on Stewardship: Our Vocation and Ministry

Facilitator: Reverend Joe Creedon
Pastor *Emeritus*
Christ the King
Kingston, Rhode Island

Panelists: Reverend John Bonavitacola
Pastor
Our Lady of Mount Carmel
Tempe, Arizona

Reverend C. Jarrod Lies
Pastor
St. Francis of Assisi Parish
Wichita, Kansas

Monsignor Anthony Marcaccio, V.F.
Pastor
St. Pius X Catholic Church
Greensboro, North Carolina

Reverend John Weatherill
Pastor
St. John the Baptist Parish
Purley, London, England

The pastors on this panel will discuss how stewardship has impacted their lives, and their parish communities. They will also answer the questions of their peers in this session for clergy only.

Session 52
10:00 am – 11:00 am
Presidential Ballroom B

The Joy of Gift: How Stewardship Helps Us Find Purpose

Speaker: Tommy Shultz
Solutions Evangelist
Diocesan
Byron Center, Michigan

Moderator: Jennifer Clark
Director, Parish Life and Faith Formation
St. Hedwig Catholic Church
Los Alamitos, California

Because we are made in God's image and likeness, we are called to give of ourselves to others. This presentation will begin with a focus on our call to give and will conclude with practical suggestions for how to recruit volunteers effectively, increase giving in your parish and re-ignite passion in parish staff for the important role they provide.

Session 53
10:00 am – 11:00 am
Jackson AB

Crecer en la Generosidad, Crecer en la Fe / Growing in Generosity, Growing in Faith

Speaker: Reverendísimo Donald F. Hanchon
ICSC Episcopal Moderator
Auxiliary Bishop
Archdiocese of Detroit, Michigan

Moderator: Jessica Orzechowski
Parish Services Coordinator
Archdiocese of Detroit, Michigan

La medida en la que nosotros ofrecemos apoyo económico a nuestra familia de fe dice mucho acerca de nuestra propia vida de fe. En esta reflexión espiritual sobre la virtud de la generosidad, el Obispo Don Hanchon comparte su propia historia acerca de dar, y reflexiona sobre cómo profundizamos nuestra vida en Cristo a través de la aceptación de una mayor responsabilidad para apoyar financieramente la misión de la Iglesia.

The extent to which we offer financial support to our family of faith says a lot about our own life of faith. In this spiritual reflection on the virtue of generosity, Bishop Don Hanchon shares his own story of giving and reflects on how we deepen our life in Christ by accepting a greater responsibility to financially support the mission of the Church.

Session 54
10:00 am – 11:00 am
Washington B

The Spirituality of Giving: A Primer for Parish Business Managers

Speaker: Tony Oltremari
Parish Administrator
St. Laurence Catholic Church
Sugar Land, Texas

Moderator: Marilyn Napoletano
Former Director of Religious Education
St. Augustine Catholic Church
Casselberry, Florida

Giving is perceived by many as a temporal matter, but in reality it is a spiritual experience, or should be. In a parish, giving needs to be presented as a spiritual exercise that benefits the soul of the donor as well as the physical needs of the recipient. Using a spiritual approach to giving increases not only growth in the understanding and practice of good stewardship but also increases the resources received by the parish.

Session 55
10:00 am – 11:00 am
Jackson EF

Do Something About Your Mediocre e-Giving Results!

Speaker: Brad Otto
General Manager
Faith Direct
Alexandria, Virginia

Speaker: Mike Walsh
Vice President, Sales
Faith Direct
Alexandria, Virginia

Moderator: Coni Perez
Parish Stewardship Consultant
ICSC
Houston, Texas

Has participation in your e-Giving program stagnated? Do you struggle with effectively communicating the e-Giving option? Are you starting to wonder if your parish is ever going to reap the benefits of e-Giving? If the answer to any of these questions is “Yes!” then this presentation is a must see for you and your staff! Learn the best practices for promoting your e-Giving program year-round to increase participation and positively impact your offertory.

Session 56
10:00 am – 11:00 am
Jackson CD

Providing Access to Hispanic Families: The Segura Educational Initiative

Speaker: Gabriela Gonzalez-Landaeta
Director of Parish Development Services
Segura Initiative
Catholic Community Foundation of the Diocese of Richmond, Virginia

Moderator Keith Osborne
Director of Advancement
Owensboro Catholic Schools
Owensboro, Kentucky

The Hispanic/Latino community is the fastest minority growing population in the United States, being a primarily young community (with many children) and predominantly Catholic. In this session, the presenter will talk about the experience of the Segura Educational Initiative Program in the Catholic schools of the Diocese of Richmond, the strategies applied, how to successfully

engage Hispanic/Latinos, and how they managed to grow their enrollment from 7 to 400 students.

Session 57

10:00 am – 11:00 am

Lincoln DE

What We Learned from the 2018 Diocesan/Catholic Foundation Survey

Speaker: Matthew Manion

Faculty Director

Villanova University Center for Church Management

Villanova, Pennsylvania

Moderator: Jim Kelley

Director of Development

Diocese of Charlotte, North Carolina

Comparative data is always a valuable tool for arch/diocesan and Catholic foundation stewardship and development professionals. This session will reveal the results of the 2018 Diocesan Stewardship and Development Survey. Matthew Manion, faculty director of Villanova University Center for Church Management will help you see the diocesan stewardship and philanthropic landscape in the United States and compare stewardship and development data with arch/dioceses in similar circumstances.

Session 58

10:00 am – 11:00 am

Lincoln C

Paving the Path Forward: Determining Philanthropic Priorities and Essential Ministries

Facilitator: Thomas Kissane

Principal and Managing Director

CCS

New York, New York

Panelists: Peter Hoskow

Principal and Managing Director

CCS

Chicago, Illinois

Jill McNally

Director of Stewardship and Development

Diocese of Madison, Wisconsin

Carrie Mummert

Director of Stewardship and Development

Diocese of Charleston, South Carolina

Scott Whitaker
Director of Stewardship and Development
Diocese of Austin, Texas

In this session, panelists will share key steps in developing the vision and case statement through a consultative and thoughtful process in advance of the feasibility study/capital campaign. It will include strategies for facilitating collaboration amongst diocesan leaders, pastors, and stakeholders to identify promising opportunities and pressing needs as they relate to the charitable, educational, and pastoral priorities of the local Catholic communities, local parishes, and diocese.

Session 59
10:00 am – 11:00 am
Delta Island E

Foundations and Parishes: Partners or Competitors?

Speaker: Scott Hartman
Vice President of Development
The Catholic Foundation
Columbus, Ohio

Moderator: Thomas Scholler
Associate Director, Development and Stewardship
Archdiocese of Detroit, Michigan

Can Catholic foundations and parishes actually collaborate? Do they? The answer is yes! This session will focus on the power of collaboration and provide insights to overcome the obstacles and perceptions that stand in the way of a successful foundation and parish partnership.

Session 60
10:00 am – 11:00 am
Lincoln A

Evangelization and Data: Engagement Strategies for Today's Donor

Speaker: James Kopp
Senior Managing Director
Changing Our World
New York, New York

Moderator: Vito Napoletano
President *Emeritus*, ICSC
Orlando, Florida

As faith-based philanthropy continues to evolve, dioceses must continue to adjust their approaches in order to realize diocesan-wide fundraising success. This presentation will examine how and why evangelization and fundraising are linked, as well as a redefinition of parish

performance measurements using new methods that evaluate a wide range of indicators, from community engagement to sacramental observance.

Session 61

2:00 pm – 3:00 pm

Presidential Ballroom A

Lay Witness Speaker Training

Speaker: Dave Baranowski

Director of Stewardship Education

Archdiocese of St. Louis, Missouri

Moderator: Teresa Keogh

Advisor for Stewardship

Archdiocese of Southwark, England

This session will cover the importance of giving a stewardship lay witness talk and how to prepare one. Each attendee will receive a manual and hear a live talk.

Session 62

2:00 pm – 3:00 pm

Presidential Ballroom B

Everyday Leaders Practicing Everyday Stewardship

Speaker: Tracy Earl Welliver

Director of Parish Community and Engagement

Liturgical Publications, Inc.

New Berlin, Wisconsin

Moderator: Kimberly Kaup

Director of Stewardship

St. Anne Catholic Church

Columbus, Georgia

Strong and effective leadership is essential in any organization and that includes the Church. We will discuss essential components of effective collaboration, top reasons why ministry teams fail, and keys to solid servant leadership. We will look at all this through the lens of six key characteristics of everyday stewardship.

Session 63

2:00 pm – 3:00 pm

Jackson AB

You Can Count on Me! A Stewardship and Evangelization Process

Speaker: Reverend Mark Hamlet
Pastor
Sacred Heart Parish
Austin, Texas

Speaker: Elizabeth Carrillo
Business Administrator
Sacred Heart Parish
Austin, Texas

Moderator: Margaret Kappel
Stewardship Coordinator
Diocese of Austin, Texas

Attendees at this session will learn the basics of a parish stewardship plan involving regular catechesis and formation of the faithful at Mass, forming them into a vibrant, committed, parish community. The stewardship process “You Can Count on Me” focuses on several areas including parish membership, commitment and obligations to the parish and tithing as a sign of spiritual maturity with planned giving.

Session 64
2:00 pm – 3:00 pm
Washington B

Mission Stewardship: Equipping Disciples to Share Responsibility

Speaker: Thomas Sonni
President
Greater Mission
Baltimore, Maryland

Moderator: Reverend Charles Altermatt
Pastor
St. Alfred Parish
Taylor, Michigan

How do we inspire, invite and equip God’s people to move from passively being served *by* the Church to actively growing in their faith life and committing themselves to serve *as* the Church in the mission that they share? This presentation will feature ideas and examples that can build the engagement of your parishioners in wholeheartedly living their faith as disciples of Jesus.

Session 65
2:00 pm – 3:00 pm
Jackson EF

How to Realize Your Potential in Your Parish’s Next Capital Campaign

Speaker: Michael Walsh
President
Walsh & Associates, Church Capital Campaign Specialists
Burnsville, Minnesota

Moderator: Ann Marie Calka
Member Associate
ICSC
Dearborn, Michigan

Getting the best results possible from a church capital campaign requires operating in a very particular way. There are no shortcuts or alternatives. In this session, attendees will learn secrets to parish capital campaign success most parishes and dioceses simply do not know, but need to know.

Session 66
2:00 pm – 3:00 pm
Jackson CD

Raising Major Gifts for Your School's Annual Fund

Speaker: James Friend, Jr.
Executive Director of Advancement
Malvern Preparatory School
Malvern, Pennsylvania

Moderator: Mary Campo
Director of Advancement
Saint John Neumann Catholic High School
Naples, Florida

Raising major gifts through the annual fund requires time, energy and research but ultimately it can provide the highest return on your investment in fundraising. In this session we will discuss engaging your board, creating a major gifts committee, conducting research on your donors, making the ask and stewardship of your annual fund donors. Learn best practices and hear some success stories as we help you launch your new major gift program.

Session 67/68
2:00 pm – 3:00 pm
Lincoln CDE

Advancing the Mission of the Church During Times of Uncertainty

Speaker: Dan Conway
Senior Vice President, Pastoral Leadership
GP Catholic Services
Louisville, Kentucky

Speaker: Cande de Leon
Executive Director
Office of Mission Advancement
Diocese of Phoenix, Arizona

Moderator: Scott Whitaker
Director of Stewardship and Development
Diocese of Austin, Texas

The recent news headlines about the Catholic Church have brought forth lots of questions and have caused much anxiety and mistrust among many Catholics. And yet, our baptism compels us to build up the Body of Christ at all times, not just good times. This session will provide some practical steps to help strengthen relationships with Catholics during difficult times. Whether you are a pastor, development officer or parish leader, this session will provide strategies on how to work with engaged Catholics to advance the mission of the Church.

Session 69
2:00 pm – 3:00 pm
Delta Island E

What Catholic Donors Want... in Their Own Words

Speaker: Josephine Wolfe Everly
COO and Director of Gift Planning
The Catholic Foundation
Archdiocese of New Orleans, Louisiana

Moderator: Josh Diedrich
Executive Director
Catholic Foundation for the Diocese of Green Bay, Wisconsin

What inspires Catholic donors to give? How do they perceive charitable giving? This session will dispel myths about Catholic generosity by revealing survey data from over 3,000 Catholic donors. You will hear, in their own words, donors' inspirations and motivations for giving. Finally, we will re-think Catholic generosity and explore strategies for better engaging our donors in the joy of giving.

Session 70
2:00 pm – 3:00 pm
Lincoln A

Finding Efficiency in Online Giving for Your Annual Appeal

Speaker: Bridget Daly
Vice President, Business Development
GiveCentral
Chicago, Illinois

Moderator: Rick Jeric
Executive Director
Women's Care Center
Columbus, Ohio

Annual gifts and appeals have changed in recent years with technological advances. Learn how to navigate this new world and how to attract today's tech savvy donor. Many appeals are still very manual and hands on. Discover methods to automate and create efficiencies in your appeal and campaign processes.

Session 71
3:30 pm – 4:30 pm
Presidential Ballroom A

Making Stewardship a Way of Life in Your Parish

Speaker: Very Reverend Andrew Kemberling, V.F.
ICSC Chairman of the Board
Pastor
St. Vincent de Paul Parish
Denver, Colorado

Moderator: Mila Glodava
Director of Stewardship and Administration
St. Vincent de Paul Parish
Denver, Colorado

Most people think of stewardship as time, talent, and treasure, commonly referred to as the “three T’s.” This session will show that there’s more to stewardship than the “three T’s” Underneath the time, talent, and treasure are the underlying core values of: identity, trust, gratitude, and love. These are fundamental in developing the importance of time, talent, and treasure, and will give them greater importance. In addition, this session will make a compelling case why the addition of faith, vocations, and earth make sense in “making stewardship as a way of life” in your parish.

Session 72
3:30 pm – 4:30 pm
Presidential Ballroom B

Church in Crisis: A Steward's Response for Parish Leaders

Speaker: Reverend John Bonavitacola
Pastor
Our Lady of Mount Carmel
Tempe, Arizona

Moderator: Terri Preskar
Director of Stewardship
Catholic Community Foundation
Cleveland, Ohio

This session will invite pastors, pastoral staff and parish lay leaders to be part of a faith-filled solution to the current abuse crisis in the Church. Using creative strategies, it will offer concrete ways leaders can go back to their parishes and offer healing, reconciliation and a positive steward's response to building up the Body of Christ.

Session 73
3:30 pm – 4:30 pm
Jackson AB

Growing Young: How Stewardship Evangelizes Young People and the Parish

Speaker: Leisa Anslinger
Associate Department Director for Pastoral Life
Archdiocese of Cincinnati, Ohio

Moderator: Michaela Barta
Young Adult Minister
St. Laurence Catholic Church
Sugar Land, Texas

Much has been written about the increasing number of young people, ages 15 to 30, who are leaving the Church and joining the ranks of the unaffiliated. Explore the evidence in numerous studies and the best of pastoral practice that demonstrate how stewardship evangelizes these young people leading them to grow in relationship with Christ and the faith community, and how doing so evangelizes the wider parish community.

Session 74
3:30 pm – 4:30 pm
Washington B

How a Parish's Digital Presence Enhances Stewardship

Speaker: Jill Alberti
Director of Parish Communications and Stewardship
Diocese of Jefferson City, Missouri

Moderator: Patrick Joyce
Director of Administration
Holy Name of Mary Catholic Church
San Dimas, California

Jesus saw where the crowds were and he went to them. Today, we must follow Jesus's lead and meet people where they are. They are online. We live in a digital world. Every piece of technology is a gift and we have the opportunity to steward these gifts in a way they can help promote the stewardship way of life. Learn how to mix our traditional Catholic forms of communication with the digital world to improve how the stewardship message is spread within your parish.

Session 75

3:30 pm – 4:30 pm

Jackson EF

Think You Know Your Church Donors? Think Again!

Speaker: Walle Mafolasire

Chief Executive Officer

Givelify

Indianapolis, Indiana

Speaker: Ron Pulliam

Vice President

Gifelify

Indianapolis, Indiana

Moderator: Linda Maccarone

Stewardship Coordinator

St. Mary Catholic Church

Royal Oak, Michigan

Do you think you know about generosity in the church today? This session will present insights into church giving trends based on a survey of two million transactions. Digital donation patterns, illustrations of when and where people give, data showing which gender is the most generous, giving habits, and patterns by device – android versus apple – will all be explored. Prepare to be surprised!

Session 76

3:30 pm – 4:30 pm

Jackson CD

Best Practices in Board Development

Speaker: Joyce Schreiber

Director

McMahon Parator Scholarship Foundation

Diocese of Richmond, Virginia

Moderator: Chris Kloesz
Principal
St. Pius X Catholic School
Greensboro, North Carolina

Working with boards is a crucial part of every organization. This session will examine current trends in recruitment and retention of qualified board members, and offer management examples to help you move your school forward.

Session 77/78
3:30 pm – 4:30 pm
Lincoln CDE

Catholic Philanthropy in the Face of Crisis: Communicating with Empathy, Compassion and Faith.

Facilitator: Brian Niebrugge
Director of Stewardship and Annual Catholic Appeal
Archdiocese of St. Louis, Missouri

Panelists: Hank Evers
Director of Strategic Communications
Diocese of Orange, California

Andrea Krupp, Esq.
Executive Director
Catholic Foundation of Rhode Island
Providence, Rhode Island

Robert Mueller
Director of Development
Diocese of Arlington, Virginia

Tony Oltremari
Parish Administrator
St. Laurence Catholic Church
Sugar Land, Texas

This forum, led by experienced diocesan professionals, will invite discussion on how best to communicate and work with donors of every background. Participants will be able to engage these diocesan panelists and discuss some of the positive messaging, approaches and language that can be used with donors not only to offer consolation and to guide them in their giving, but also to enlist their support for moving ahead to advance the mission of the Church.

Session 79
3:30 pm – 4:30 pm
Delta Island E

Foundation Track Wrap-up Forum

Facilitator: Joseph L. Langenderfer, CFRE
CEO
Catholic Education Foundation
Crest Hill, Illinois

This is a popular “open-ended” session dedicated to exploring ideas learned during the conference, posing questions, addressing pressing needs, and generally debriefing with foundation colleagues.

Session 80
3:30 pm – 4:30 pm
Lincoln A

Aplicación de los Principios de Corresponsabilidad en Tiempos de Crisis / Applying the Principles of Stewardship in Time of Crisis

Speaker: Myrtha Diaz Medina
Moderator, Parish Pastoral Council
Parroquia Espíritu Santo
Toa Baja, Puerto Rico

Moderator: Alma Benitez
Director of Stewardship and Development
Diocese of Yakima, Washington

Los huracanes Irma y María fueron verdaderos gigantes, elevando su fuerza a categoría 5 al dirigirse a Puerto Rico en septiembre de 2017. María arremetió en la isla con una fuerza devastadora; el peor desastre natural en la historia de Puerto Rico. Los feligreses de la parroquia del Espíritu Santo, reconocieron su necesidad de compartir su tiempo, talento y tesoro para levantar las vidas y el espíritu de una comunidad gravemente afectada por los huracanes. Ellos comparten su historia, porque cualquier clase de evento puede alterar el bienestar de la comunidad. Ellos esperan que usted se beneficie de sus experiencias de corresponsabilidad. Hurricanes Irma and Maria were true behemoths, soaring to Category 5 strength as they headed for Puerto Rico in September 2017. Maria slammed into the island with a devastating force, the worst natural disaster in Puerto Rico's history. Parishioners of Espíritu Santo Parish, recognized their need to share their time, talents and treasure to lift up the lives and spirit of a community gravely affected by the hurricanes. They share their story because any kind of event can alter a community's well-being. They hope you can benefit from their stewardship experience.

Concelebrated Liturgy
5:15 pm – 6:45 pm
Presidential Ballroom CDE

WEDNESDAY, 31 OCTOBER 2018

Closing Plenary Session

8:30 am – 10:00 am

Presidential Ballroom CDE

Speaker: His Eminence Cardinal Thomas Collins
Archbishop of Toronto, Ontario, Canada

Closing Concelebrated Liturgy

10:30 am – 11:30 am

Presidential Ballroom CDE