



*Executive
Directors Share*

EDS V NATIONAL CONFERENCE

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SHUL EXECUTIVE DIRECTOR CONFERENCE

SCHEDULE

SUNDAY

EDS EXECUTIVE DIRECTORS SHARE CONFERENCE

OU EDC CONFERENCE

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| 2:00 AM | Check in/ Rooms Available | Check in/ Meet & Greet <i>Gateway</i> |
| 4:30 PM | Reception <i>Picasso Patio</i> | |
| 5:15 PM | Mincha | |
| 5:45 PM | Cocktail Hour <i>Picasso Patio</i> | Rethinking Our Revenue Models - Changing our Culture around dues and finances Lou Feldstein of Dynamic Change Solutions <i>Gateway</i> |
| 6:30 PM | Keynote - Maury Litwack Superhuman Klal Work: What's expected of each of us, what we can't do, what we must do <i>Picasso Ballroom C</i> | |
| 7:15 PM | Dinner Sponsored by Cross River Bank <i>Picasso Ballroom A & B"</i> | |
| 8:30 PM | Maariv <i>Picasso Ballroom C</i> | |
| 8:45 PM | Dessert & Networking in the Tea Room Vendor Hall <i>Picasso Ballroom D,E & F</i> | Meet and Greet with Entertainer Laurence Francis <i>Gateway</i> |

MONDAY

EDS EXECUTIVE DIRECTORS SHARE CONFERENCE

OU EDC CONFERENCE

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|----------|--|--|--|--|
| 7:00 AM | Daf Yomi <i>Picasso Ballroom C</i> | | | |
| 7:30 AM | Shacharit <i>Picasso Ballroom C</i> | | | |
| 8:15 AM | Breakfast <i>Picasso Ballrooms A & B</i> | | | |
| 9:00 AM | Keynote Panel Discussion Our Institution's Halachic, Ethical and Legal Dilemmas Chaim Book / Michael Broyde / Zacharia Waxler Roth&CO Co-Managing Partner Moderated by Yoni Cohen <i>Picasso Ballroom C</i> | | | |
| 10:15 AM | Parsonage from your Pension at Retirement and other Retirement Plan Best Practices for your school Pensionmark - Bob Scherzer TIAA - Colin Feehan American Century - Shane Dawe <i>Van Gogh A</i> | The Art and Science of a Perfect Pitch Maury Litwack <i>Picasso Ballroom C</i> | How to Implement a Moves Management System for Donor Cultivation Yaacov Cohen <i>Van Gogh B</i> | Meet and Greet with Entertainer Laurence Francis <i>Gateway</i> |
| 11:15 AM | Break - Visit the Vendor Hall and Tea Room Open <i>Picasso Ballroom D, E & F</i> | | | |
| 12:00 PM | Governments Regulation of Religious Institutions Michael J. Broyde <i>Van Gogh A</i> | Organization Marketing, Positioning and Messaging Michael Waldner - Roth&Co CMO <i>Picasso Ballroom C</i> | Building An Endowment: Why Endowment Should Be a Priority for Your School Chavie Kahn UJA-Federation of NY <i>Van Gogh B</i> | The 10 Commandments of Nonprofit Boards - how to get our boards on "Board" and how to manage when they aren't Adir Posy <i>Gateway</i> |
| 1:00 PM | Lunch - Seating by topic of interest: Development, Leadership, Operations, Finance, HR Dvar Torah: Yaakov Glasser Sponsored by Roth&Co <i>Picasso Ballroom A & B</i> | | | |
| 2:15 PM | Roundtable Discussion on Day to Day Operational Challenges: What Works and What to Avoid! Erik Kessler and Eli Hagler <i>Van Gogh A</i> | Developing Your Master Plan for a New Campus/ Building Bienenfeld Architects <i>Picasso Ballroom C</i> | The Art of Giving and the Art of Receiving Miriam L. Wallach - Cross River <i>Van Gogh B</i> | Managing Up & Sideways- A Frank Discussion of Rabbi/ED/Lay Relationships Moderated by Richard Hagler and Oren Hiller <i>Gateway</i> |
| 3:15 PM | Break - Tea Room Open and Vendor hall <i>Picasso Ballroom D, E & F</i> | | | |

MONDAY continued

EDS EXECUTIVE DIRECTORS SHARE CONFERENCE

OU EDC CONFERENCE

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| 3:30 PM | Financial Aid - roundtable discussion David Katznelson, Dov Shandalov, Ari Solomon, Rachel Feldman, Jeff Rothman <i>Van Gogh A</i> | Thinking Ahead: Managing a Crisis before it Becomes a Crisis Chaim Book and Sheryl Galler <i>Picasso Ballroom C</i> | Give Nachas, Get Money: How to Effectively Launch a Grandparents Campaign at your School. Jonah Halper <i>Van Gogh B</i> | What is Our Ultimate Goal and How Are We Getting There? Rabbi Yaakov Glasser <i>Gateway</i> |
| 4:30 PM | Mincha <i>Picasso Ballroom C</i> Vendor Hall and Tea Room <i>Picasso Ballroom D, E & F</i> | | | |
| 5:00 PM | Granting Parsonage to Female Orthodox Torah Teachers & Administrators: What Schools and Synagogues Need to Know Michael J. Broyde <i>Picasso Ballroom C</i> | Harnessing Technology to Make Us Better Leaders and Collaborators Panel - Ari Ginian, Racheli Hackel, Lev Stark <i>Van Gogh A</i> | Peer Pressure: How to turn your parents into partners and stakeholders into fundraisers Chesed Fund <i>Van Gogh B</i> | You Get What You Pay for: Strategies to Maximize Volunteer Engagement Maury Litwack <i>Gateway</i> |
| 6:00 PM | Break - Tea Room Open <i>Picasso Ballroom D, E & F</i> | | | |
| 7:00 PM | Dinner - Pensionmark-TIAA Sponsorship <i>Picasso Ballroom A</i> | | | |
| 8:00 PM | Maariv <i>Picasso Ballroom C</i> | | | |
| 8:15 PM | Outdoor Reception - 4 Corners of 4 discussion (Development, Operations, Finance, HR) Sponsored by the Teach Coalition | | | Program Shuk <i>Gateway</i> |

TUESDAY

EDS EXECUTIVE DIRECTORS SHARE CONFERENCE

OU EDC CONFERENCE

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| 7:05 AM | Daf Yomi <i>Picasso Ballroom C</i> | | | |
| 7:30 AM | Shacharit <i>Picasso Ballroom C</i> | | | |
| 8:00 AM | Breakfast <i>Picasso Ballrooms A</i> | | | |
| 9:00 AM | Treating a Yeshiva like a business + Embezzlement In The News Zacharia Waxler - Roth&Co Co-Managing Partner <i>Room: Picasso Ballroom C</i> | Security Shai/Global <i>Van Gogh A</i> | The Role of the Board in Fundraising Amy Schiffman <i>Van Gogh B</i> | Best Practices in Accounting Internal Controls & Aligning our Shul Mission with our Web Shulware <i>Gateway</i> |
| 10:00 AM | Break - Tea Room and Vendor Hall <i>Picasso Ballroom D, E & F</i> | | | |
| 10:15 AM | Innovations in Financial Aid H. Askotzky, J. Sharp, R. Gunsburg <i>Van Gogh A</i> | Creative Ways to Spruce Up Your Campus On A Budget WBG <i>Picasso Ballroom C</i> | Are We Ready for a Capital Campaign? – Key Steps to Assessing Capital Campaign Readiness Amy Schiffman <i>Van Gogh B</i> | Hot Topics- important issues in the Shul Legal Landscape Chaim Book and Sheryl Galler <i>Gateway</i> |
| 11:15 AM | Visit the Vendor Hall/ Networking <i>Picasso Ballroom D, E & F</i> | | | |
| 11:45 AM | Budget roundtable discussion Richard Langer,. Pearl Magence, Esther Sklar <i>Van Gogh A</i> | Top Items to Address in an Employee Handbook Chaim Book and Sheryl Galler <i>Picasso Ballroom C</i> | Date your Donors: How to Attract & Engage a New Generation of Philanthropists Jonah Halper - Altruicity <i>Van Gogh B</i> | Budget roundtable discussion Richard Langer,. Pearl Magence, Esther Sklar <i>Room: Van Gogh A</i> |
| 12:45 PM | Lunch Sponsored by The Chesed Fund <i>Picasso Ballroom A</i> | | | |
| 1:45 PM | SIS Systems - Moderated Discussion Sarah Emerson, Nachum Joel. Shmarya Gasner <i>Picasso Ballroom C</i> | The Holy Grail of Fundraising: Golf Tournaments and Other Non-Parent Revenue Producing Strategies Ryan Hyman <i>Van Gogh B</i> | | Maximizing government opportunities - from finding grants to connecting with Legislators. Jason Grossman- OU Advocacy <i>Gateway</i> |
| 2:45 PM | Mincha, Tea Room and Vendor Hall; Dinner to Go Prefunction Area <i>Picasso Ballroom A</i> | | | Takeaways/Next Steps <i>Gateway</i> |