

Presented by

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EDS VI

Executive Directors Share

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**Sunday-Tuesday,
December 3-5, 2023**

**Hilton Carillon Park,
St. Petersburg, FL**

SCHEDULE

SUNDAY

2:00 PM	Check in/Rooms Available <i>Lobby</i>
4:30 PM	Reception <i>Picasso Patio</i>
5:00 PM	Mincha <i>Picasso C (shkiah is 5:28)</i>
5:30 PM	Cocktail Hour <i>Picasso Patio</i>
6:00 PM	Keynote - Dean Noam Wasserman <i>Picasso C</i>
7:00 PM	Dinner <i>Picasso A & B</i>
8:00 PM	Maariv <i>Picasso C</i>
8:00 PM	Dessert & Networking <i>Picasso D,E & F and Outdoor Patio</i>

MONDAY

Executive Directors Share

Development Track

7:00 AM	<p>Daf Yomi <i>Picasso C</i></p>			
7:45 AM	<p>Shacharit <i>Picasso C</i></p>			
8:15 AM	<p>Breakfast <i>Picasso A & B</i></p>			
9:00 AM	<p>Keynote - Dr. Avi Helfand The Battle Lines Over Government Funding: Where We're Headed <i>Picasso C</i></p>		<p>Development Group Meeting Setting the Table for Development Sessions <i>Gateway</i></p>	
10:15 AM	<p>Construction Security Planning- Key Security Aspects for Small or Large Renovation or Construction Presenter: Global Security <i>Van Gogh A</i></p>	<p>Risk & Insurance Employee Benefits Retirement & Private Wealth Presenter: Gold Hub Insurance <i>Van Gogh B</i></p>	<p>The HOS/DOD/Board Chair Partnership: Making the Dream Team Work for You Room: <i>Picasso Ballroom C</i></p>	
11:15 AM	<p>Break - Visit the Vendor Hall and Tea Room Open <i>Picasso Ballroom D, E & F</i></p>			
12:00 PM	<p>TBD <i>Van Gogh A</i></p>	<p>Leveraging Visual AI: Generate Real-Time Insights to Proactively Enhance School Safety Presenter: SparkCognition <i>Van Gogh B</i></p>	<p>What Schools Need to Know About Immigration Law Presenter: Ari Farkas <i>Picasso C</i></p>	<p>Development Breakout 1A Capital and Comprehensive Campaign Planning: A 3 School Case Study <i>Gateway</i></p> <hr/> <p>Development Breakout 1B How to Create & Document Your Fundraising Plan <i>Feathersound</i></p>
1:00 PM	<p>Lunch <i>Picasso A & B</i></p>			

Executive Directors Share

Development Track

2:15 PM

How the Six Types of Working Genius Can Enhance Your Leadership
 Presenter: Miriam Stein
Van Gogh A

Budgeting 101 – The Unexpected Game Changer
 Presenter: Stacy Zrihen - Cross River
Van Gogh B

YU Pride Alliance v. YU: How it Works and What It Means
 Presenter: Avi Helfand
Picasso C

Using Data for Planning & Accountability: For You, for Your Leadership and For Your Board

3:15 PM

Break - Tea Room Open and Vendor hall
Picasso Ballroom D, E & F

3:30 PM

Negotiating Your Contract as an ED
 Presenter: Richie Hagler and Jeff Rothman
Van Gogh A

Rise of Healthcare Spend Bending the Curve of Trend through Creative Strategies
 Presenter: Ritzer Insurance
Van Gogh B

Topic:
 Presenter: Chaim Book
Picasso C

Building Your Legacy & Endowment Efforts - Are You Ready to Go Next Level?
Gateway

4:30 PM

Mincha *Picasso Ballroom C*
Vendor Hall and Tea Room *Picasso Ballroom D, E & F*

5:00 PM

Student Recruitment and PR Strategies
 Presenter:
Van Gogh A

FIRE, READY, AIM! Introducing Project Management into your organization
 Presenters: Jonah Halper & Jessie Katz
Van Gogh B

Topic: Development Roundtable Discussions:
 1. Grandparents
 2. Alumni
 3. Where are all of the institutional funders?
Gateway

6:00 PM

Break - Tea Room Open
Picasso D, E & F

6:45 PM

Maariv
Picasso C

7:00 PM

Dinner and Comedian -
 Sponsored by:
Picasso B

8:15 PM

Outdoor Reception

TUESDAY

Executive Directors Share

Development Track

7:30 AM	Daf Yomi <i>Picasso C</i>			
7:45 AM	Shacharit <i>Picasso C</i>			
8:15 AM	Breakfast <i>Picasso A</i>			
9:00 AM	War in Israel - Close the Gap; Key Immediate Security Aspects Presenter: Global Security <i>Van Gogh A</i>	Pensionmark- Retirement Plan Best Practices and How Other EDS Schools are Implementing Them and a Market/Economic Update Presenter: Conor Ussery and Ricky Novick <i>Van Gogh B</i>	Roth and Co Presenter: Roth and Co <i>Picasso C</i>	Date your Donors: How to Attract and Engage a New Generation of Philanthropists Presenter: Jonah Halper <i>Gateway</i>
10:00 AM	Break - Tea Room and Vendor Hall <i>Picasso D, E & F</i>			
10:15 AM	TBA <i>Van Gogh A</i>	Strategic Planning and/or Board (Governance) Development <i>Van Gogh B</i>	Case Studies - Learning From School Scenarios Presenter: Chaim Book, esq. <i>Picasso C</i>	Development Breakout 2A Fostering a Culture of Major Gifts: Building Your MG Program <i>Gateway</i> <hr/> Development Breakout 2B Perfecting the Ask: Hands-on Solicitation Training Workshop <i>Feathersound</i>
11:15 AM	Visit the Vendor Hall/ Networking <i>Picasso Ballroom D, E & F</i>			
11:45 AM	Build Your Future Tech Support Team Presenter: WIPFLI <i>Van Gogh A</i>	Increasing Government Funding Presenter: Teach Coalition <i>Van Gogh B</i>	Topic: Development ROUNDTABLES: 1. Recognition & Stewardship 2. Storytelling & Building a Compelling Case for Support 3. Juggling Multiple Campaigns and Making the Concurrent Ask <i>Gateway, Feathersound</i>	
12:45 PM	Lunch <i>Picasso Ballroom A</i>			Materials Share Out (over lunch)
1:45 PM	Current Independent School Legal Issues Presenter: Fisher Phillips <i>Van Gogh A</i>	Managing HR Concerns/Conducting an Investigation <i>Van Gogh B</i>	Taking it Home: How to Manage Your Time and Work Smarter, Not Harder Presenter: Amy Schiffman <i>Picasso C</i>	
2:45 PM	Mincha, Tea Room and Vendor Hall; Dinner to Go Prefunction Area <i>Picasso A</i>			