

**CALL FOR WORKSHOP PROPOSALS**  
**2019 Development Officers' Conference**  
*New Practices for Changing Times: Inspiring Generosity*  
February 19-21, 2019  
Hyatt Regency Newport Beach  
Newport Beach, CA

This collaborative event invites proposals that address the conference theme, *New Practices for Changing Times: Inspiring Generosity*, in the areas of best practices and new ideas and that speak to the ways development and/or communication officers advance the missions of their schools.

Workshops sessions should be strategy/intervention-oriented, have active participation of the group, and offer time for reflection and sharing. As a membership organization of diverse institutions employing people from a wide range of theological, social, and personal perspectives, ATS seeks to promote hospitality for all. Presenters should be mindful of and sensitive to the differences represented in every ATS gathering. Each session is 90 minutes long—please include time for group interaction and Q&A. Workshops may include relevant handouts. Suggested Workshops:

- Institutional Changing Mega Gifts
- Major Gifts
- Planned Giving
- How to Raise More Money in a One Person Office
- How Should I Organize My Staff?
- Technology for Fundraising
- How to get your Board of Trustees or Advisory Board Involved in Fundraising
- Alumni Programming as a Window to Major Gifts
- Any other topic related to the theme!

**Proposals should include:**

- Name, institution, and position (if you are proposing a panel, please list all presenters)
- Contact information (phone, email, and mailing address) for each presenter
- Presentation title and 200-word description of the presentation
- Target audience by number of years in development/communications (e.g., newcomers—under two years, intermediate—under five years, seasoned—more than five years)

**Proposals will be selected regarding:**

- The degree to which the proposal addresses the conference theme
- Relevance of session content to the intended target audience
- Practical application and demonstrated results

**The deadline for submission of proposals is Wednesday, August 1, 2018.**

Notification will be made by mid-September.

Please send proposals (and direct questions regarding format or content) via email or mail to:

[2019-DIAP-Conf@ats.edu](mailto:2019-DIAP-Conf@ats.edu)

Attn: Mary Young

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