

# Grants and Major Donors Conference



December 15th 2022

12pm – 3pm GMT



## ROOM 1: GRANTS

WELCOME 12:00

12:10 Funding for Change – Transformation at BBC Children in Need,  
Fozia Irfan OBE – BBC Children In Need

12:30 Fundraising During An Economic & Political Catastrophe,  
Caroline Danks – Lark Owl

13:00 Building Relationships With 'Invite Only' Trusts,  
Mike Zywna – Lime Green Consulting

13:20 BREAK

13:30 Good Will Hunting: How We Navigated Through A Period Of Crisis,  
Nirali Daudia – Prostate Cancer UK

13:50 Digging Much Deeper Into Research,  
Jonathon Ashton, Good Grant Fundraising

14:15 BREAK

14:20 Panel: What Does Innovation Look Like In Grants & Trusts?  
Jonathon Cook & Guests

15:00 CLOSING THOUGHTS

LIVE & ON DEMAND

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## ROOM 2: MAJOR DONORS

WELCOME 12:00

12:10 Asking Or Offering? The Psychology Of Raising Large Gifts  
With Confidence! Louise Morris – Summit Fundraising

12:30 What The Cost Of Living Crisis Means For Major Gift Fundraising,  
Beth Upton – Money Tree Fundraising

13:00 Doin' The Due: Tips For Carrying Out Due Diligence On Major Donors,  
Amsel Page von Spreckelsen, BCF Consulting

13:20

BREAK

13:30 Navigating Powerful Funders: Trusts & Grants Edition,  
Martha Awojobi – JMB, Jerrel D. Jackson – CAN,  
Angie Turner – The Children's Trust,  
Cyronica Lackey – MS Society

14:15

BREAK

14:20 Panel: Major Donor Stewardship, Caroline Gellantly – London Air Ambulance,  
Rob Dickinson – The Children's Society, Amy Sweeting – UKSA

15:00

CLOSING THOUGHTS

LIVE & ON DEMAND