



You're Invited to

Join development officers and leaders from ministries and institutions of the Christian Church (Disciples of Christ) as together we work within a changing landscape

Disciples Development Conference

Jan. 20-22, 2012

in Fort Myers, FL

Friday, Jan. 20

- Golf/mission trip opportunities
- 5:30 p.m. Registration
- 5:45 p.m. Reception
- 6:30 p.m. Dinner & Program

Saturday, Jan. 21

- 9 a.m. Engaging High Capacity Donors for Inspired Outcomes

To make a large gift, a donor needs both financial capacity and a moral compass. This presentation will focus on ways to raise the larger issues of meaning and purpose with donors, and how to help them connect their values and faith to gift plans.

Noon Lunch

- 1 p.m. Cultivating and Soliciting Gifts in Changing Times

Generational demographics, non-traditional families, women's philanthropy, the Baby Boomer quest for meaning and reliance on financial advisors are among the issues that can impact productive conversations with donors. This session will focus on various "approaches" to working with donors.

3 p.m. Refreshment Break

3:30 p.m. Breakouts

- A) Q&A with Phil Cubeta
- B) *Disciples 101: An Introduction to Raising Funds within the Christian Church (Disciples of Christ)*
- C) *Fund-Raising in Ethnic Communities*

6 p.m. Dinner on own

Sunday, Jan. 23

9 a.m. The Disciples Landscape

*Rev. Sharon Watkins,
General Minister & President*

10 a.m. Worship

*Preacher: Rev. Sharon Watkins
Worship Leader: Jerry Lang*

11 a.m. Conference concludes

Meet Our Keynote Speaker

Philip B. Cubeta is the Sallie B. and William B. Wallace Chair in Philanthropy at the American College. In that role, he develops curricula for the Chartered Advisor in Philanthropy designation. Before the American College, Phil was chief of staff for The Nautilus Group, a service of New York Life, located in Dallas, providing estate, business, and philanthropic strategies to affluent clients through 200 of the company's top agents.



Phil's essays on philanthropy have appeared in Tracy Gary's *Inspired Legacies, Your Step by Step Guide to Creating a Giving Plan and Leaving a Legacy* (Wiley and Sons: 2008); H. Peter Karoff, *The World We Want: New Dimensions in Philanthropy and Social Change* (Altimira Press: 2007); and Amy Kass, *Doing Well Doing Good: Readings for Thoughtful Philanthropists* (Indiana University Press: 2008). Phil has been quoted, or been the subject of articles, in *The New York Times*, *Lifestyles Magazine*, *Town and Country*, *The Journal of Gift Planning*, *Financial Planning*, and *The Financial Times*.

Phil serves on the Board of Interfaith Worker Justice, on the Professional Advisory Board for Inspired Legacies, and on the Charitable Subcommittee of Association of Advanced Life Underwriting. He is a past Board member of Advisors in Philanthropy. He is a current member of the Greater Philadelphia Partnership Council for Philanthropic Planning.

