

THE NATIONAL LEADERSHIP CONFERENCE FOR CATHOLIC SCHOOLS™

The Ultimate Strategic Relationship:
Board Members | Presidents/Principals | Directors of Advancement | Directors of Admission

SUNDAY, MARCH 3 TO TUESDAY, MARCH 5, 2024
HALF-DAY WORKSHOPS ON WEDNESDAY, MARCH 6, 2024
HILTON NAPLES HOTEL, NAPLES, FLORIDA

#PIMNaples

Strategic Partners:



Curriculum Associates®

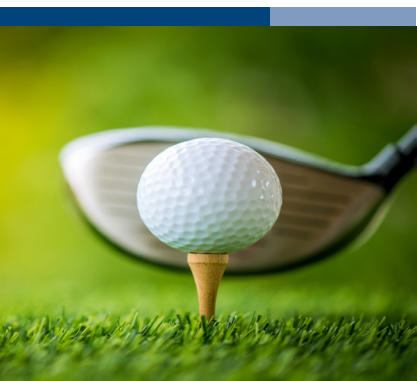


THE NATIONAL LEADERSHIP CONFERENCE FOR CATHOLIC SCHOOLS



HILTON NAPLES HOTEL

Enjoy the perfect setting for this highly concentrated conference — a relaxing environment conducive to discussion and reflection — the perfect complement to a full, dynamic conference program. Attendees can expect to come away renewed, focused, and inspired to begin a new chapter in their career and in their relationships.



Spend time with your prospects and donors who live or winter in Florida. Plan your reception today to leverage the time, place, and energy of the National Leadership Conference to advance your School's mission.

Explore and enhance the Strategic Relationship among Presidents/Principals, Directors of Advancement, Directors of Admission, and Board Members.

Hilton Naples Hotel, Naples, Florida — Sunday, March 3 to Wednesday, March 6, 2024



PROGRAM OVERVIEW

Every successful investor knows that lasting success for any organization or institution ultimately depends upon vibrant and dynamic leadership. Both research and experience show that successful Catholic school leadership invariably begins with an exceptional, high-quality relationship between the President/Principal and the Director of Advancement and/or Director of Admission — “the ultimate strategic relationship,” working together to advance the school's mission of excellence in transforming young lives in and through Christ. This conference will help you develop “the ultimate strategic relationship” for advancing your mission and raising the resources you need.

PROGRAM BENEFITS

- Greater clarity in understanding your personal strengths and specific, detailed practices to enhance your effectiveness in leading others while inspiring and developing their abilities
- Confronting issues of school culture and challenges facing Catholic school advancement with peers who share those same challenges
- Grasping valuable “lessons learned” from veteran Presidents, Principals, Directors of Advancement, Directors of Admission and Board Members on building trust and developing strong working relations with each other and with their school constituencies
- Timely information and effective methods to enhance Board relations, school finance, advancement, and staff supervision
- Draft new action plans or enhance existing plans for 12 months of highly effective, professional leadership development
- Compare notes and develop lasting connections with other Presidents, Principals, Directors of Advancement, Directors of Admission, and Board members who share similar leadership and advancement challenges

CONFERENCE GOALS

- Increased clarity and awareness of your personal strengths and unique abilities as a Catholic school leader
- Reassess, renew and recommit to your personal leadership strengths to the service of Jesus in the Catholic church and in your school
- Identify key strategic relationships in both the outside and inside school communities, prioritize them, and explore and discover proven methods to significantly improve the effectiveness and productivity of those key relationships
- Learn the most effective, community-building best practices to use both inside and outside your school that will turn it into an attractive, and indeed, a compelling investment in excellence in Catholic education — carrying out the work of transforming young lives in and through Christ

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**Partners
in Mission**

Advancement and Leadership
Services for Catholic Education

CONFERENCE SCHEDULE

SUNDAY, MARCH 3

4:00 to 6:00 p.m.

Conference Registration, Hotel Lobby

6:00 p.m.

Opening Conference Mass

7:00 p.m.

Opening Conference Reception
Spa Terrace

MONDAY, MARCH 4

7:45 a.m.

Conference Registration

7:45 a.m.

Conference Mass

8:30 a.m.

Welcome and Introductions from
Partners in Mission

Opening Prayer

Overview of the Conference

Introduction of Keynote Speaker by
Fr. Michael T. Martin, OFM Conv.

9:15 a.m.

Keynote Presentation: Kevin White,
Professor of the Practice and Vice
President/Director of Athletics, Emeritus,
Duke University, Director of Athletics,
University of Notre Dame (Former)

10:30 a.m.

Break with Strategic Partners

10:45 a.m.

Work SMART-er not harder in 2024

11:45 a.m.

Lunch Roundtables

*Presidents/Heads of School
Directors of Advancement
Directors of Admissions
Principals
Board Members*

1:00 p.m.

Presidents/Principals/Directors of
Admissions and Advancement Panel

2:15 p.m.

The Fundraising Power Couple: The
Relationship Between the President/
Principal and the Director of Advancement

3:00 p.m.

Break with Strategic Partners

3:15 p.m.

Building a Successful Fundraising Board
Model from the Perspective of the
President and Director of Advancement

4:00 p.m.

Conference Announcements

5:15 p.m.

Winding Down...Winding Up Cocktail
Reception

TUESDAY, MARCH 5

7:45 a.m.

Conference Mass

8:30 a.m.

Opening Prayer

Conference Announcements

8:40 a.m.

Mission, Vision and Strategic Planning:
The Foundation Upon Which a Successful
Advancement Program is Built

9:45 a.m.

Break with Strategic Partners

10:00 a.m.

Panel of Catholic Philanthropists/Leaders

10:00 a.m.

Working the Plan – Getting It Done!
The Head of School and Director of
Advancement/Director of Admissions
Partnership

12:15 p.m.

Conference Photograph, Poolside

11:45 a.m.

Lunch Roundtables

*Presidents/Heads of School
Directors of Advancement
Directors of Admissions
Principals
Board Members*

1:30 p.m.

Letting Go: Eliminating from Your Day
What Doesn't Matter (and Deciding What
Not To Do)

2:15 p.m.

Stewardship in Relationships

2:45 p.m.

Break with Strategic Partners

3:00 p.m.

Inspiration: The Tipping Point of
Leadership and Philanthropy

3:30 p.m.

The National Leadership Conference for
Catholic Schools Concludes

CONFERENCE NETWORKING

- Outdoor Welcome Reception on Sunday evening
- Winding Down/Winding Up Cocktail Reception on Monday evening

WHY SHOULD YOU ATTEND

- 100% focus on Catholic schools and Catholic school leadership
- A resource manual filled with useful information and sample documents for each participant
- Dynamic presentations by the Partners in Mission Team
- Complimentary onsite and follow-up consultation
- Opportunity to visit your alumni, grandparents, and friends who live or winter in Florida

WHO SHOULD ATTEND

- Heads of Schools
- Presidents and Principals
- Directors of Advancement
- Directors of Admission
- Board Members
- Superintendents
- Religious Community Leaders

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HALF-DAY WORKSHOPS

Following The National Leadership Conference
Wednesday, March 6, 2024
8:30 a.m. to 12:00 p.m.

THE WEDNESDAY HALF-DAY WORKSHOP IS INCLUDED IN THE CONFERENCE REGISTRATION FEE

Sessions run concurrently, choose one.

WORKSHOP 1

Capital Campaigns in Challenging Times and Cultivating, Soliciting, and Making the Ask

What you need to know to be successful, readying the school, campaign budgeting, staffing and structure, the role of staff and volunteers, soliciting major gifts, and electronic wealth screening. In addition, this workshop will focus on role playing, the face-to-face ask, and strategizing individual situations for cultivation and solicitation.

WORKSHOP 2

Strategic Planning

Developing an effective strategic plan for Catholic schools including keys steps, roles and areas to assess and analyze in order to prioritize allocation of resources, and build support for successful implementation of the plan. Examples of output and deliverables will be provided along with strategic questions to consider.

WORKSHOP 3

Annual Fund

Building a \$1,000 Leadership Giving Program, Segmentation Strategies, Making Leadership Gift Calls, Effectively Utilizing Volunteers in the Annual Fund and Phonathons.

WORKSHOP 4

Planned Giving Programs

Using Planned Gifts to Build Endowment, How to Build a Bequest Program, Identifying Your Best Planned Giving Prospects.

WORKSHOP 5

Enrollment Management

Branding and Marketing, Strategies to Maximize Enrollment, Recruitment, and Retention, and Best Practices for Tuition Management.

WORKSHOP 6

Communications/Social Networking/ Websites

Brand Management, The Integrated Website Solution, Facebook, Social Media: Going Online to Connect Your Alumni and More.

SUMMARY OF SERVICES

Partners in Mission is a full-service development consulting firm specializing in Catholic school advancement. We partner with our clients in advancing the mission of their organizations. We provide comprehensive solutions to the varying challenges they face. Specializing in capital campaign management, annual fund segmentation, major gift solicitation, strategic planning, volunteer leadership, and enrollment management, among other advancement-related services, Partners in Mission offers proven development strategies focused on mission and relationships. As a team, we value, understand, and embrace the mission of Catholic education in our personal and professional lives and remain committed to ensuring its vitality and legacy for many years to come.

REGISTER ONLINE

www.partnersinmission.com/naples

CONFERENCE REGISTRATION

The cost of the all-inclusive conference is \$1,099 for each participant. The fee includes an extensive conference manual, post-seminar telephone consultation, lunch on both days, refreshments, and receptions on Sunday and Monday evenings. Accommodations not included. Register early as space is limited.

CANCELLATION POLICY

A full refund (less a \$100 administrative fee) if you cancel in writing by January 31, 2024. No refund will be made if your cancellation is received after January 31, 2024. Partners in Mission reserves the right to cancel any program or activity due to low registration.

REGISTRATION FORM

- Please reserve ___ place (s) for Partners in Mission Conference from March 3 to March 5, 2024, in Naples, FL.
- Please reserve ___ place (s) for Partners in Mission Half-Day Workshop on Wednesday, March 6, 2024. Sessions run simultaneously, choose one.
- ___ Workshop 1 ___ Workshop 2 ___ Workshop 3
___ Workshop 4 ___ Workshop 5 ___ Workshop 6
- Check enclosed: \$ _____ Our check will follow: \$ _____
- Please send me additional information on other Partners in Mission services

Name _____ Title _____

Organization _____

Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

Please make checks payable, and mail registration to:
Partners in Mission, LLC, 8 Nicklaus Way, Mashpee, MA 02649

If you have questions, contact Larry Furey at lfurey@partnersinmission.com or (781) 710-0242 or Chris Hagerty at chagerty@partnersinmission.com or (814) 566-7500. You will receive confirmation upon receipt of your registration form and payment. Final conference information including details on the conference's daily schedule and activities will be sent to you in February. For more information: www.partnersinmission.com/naples



Hilton Naples is ready to exceed your expectations with a special rate of \$264 for Partners in Mission conference attendees. Visit www.partnersinmission.com/naples or call 1-800-HILTONS to reserve your room. The code to book is PIM.

Our centralized meeting rooms were designed to help you maximize time spent networking, mingling, and energizing during your meeting.

And after the work is done, take time to enjoy award-winning dining at Shula's Steak House, walk to world-class outdoor shopping at the Waterside Shops, and relax on gorgeous beaches a short shuttle or bike ride away.

INTRODUCING OUR KEYNOTE SPEAKER

Kevin M. White

*Professor of the Practice and Vice President/Director of Athletics, Emeritus, Duke University
Director of Athletics, University of Notre Dame (Former)*



Kevin M. White serves as a Professor of the Practice in the area of Management and Organization for the Fuqua School of Business and Vice President and Director of Athletics Emeritus at Duke University. Previously, White served as Duke University's Vice President and Director of Athletics from May 31, 2008 through August 31, 2021, as well as Adjunct Professor of Business Administration.

White is one of the most experienced, distinguished and honored athletic directors in college sports history, leading athletics programs such as Duke University, Notre Dame University, Arizona State University, Tulane University, the University of Maine and Loras College culminating in 14 total national championships.

He has received multiple awards, including the NCAA Football Bowl Subdivision Under Armour AD of the Year Award presented by NACDA (one of four recipients in

2013), the National Football Foundation's John L. Toner award (2015), Sports Business Journal's Athletic Director of the Year award (2015), the Homer Rice Award (2022), and was inducted into the NACDA Hall of Fame (2022) White has also served as a member of the United States Olympic and Paralympic Committee Board of Directors, chair of the USOPC Collegiate Advisory Council, and chair of the NCAA Division I Men's Basketball Committee.

White earned his Ph.D. from Southern Illinois University in 1983 with an emphasis on Higher Education Administration. In 1985, he completed postdoctoral work at Harvard University's Institute for Educational Management. He earned his M.A. in Athletics Administration from Central Michigan University in 1976 and his B.A. in Business Administration in 1972 from St. Joseph's College in Rensselaer, Ind., where he also competed as a sprinter.

White and his wife, Jane, also a former college track and field coach, have been blessed with five children and 16 grandchildren.

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OPENING CONFERENCE MASS CELEBRANT

Rev. John Belmonte, S.J., Ph.D.

Superintendent of Catholic Education
DIOCESE OF VENICE, FL



SAVE THE DATES FOR OUR 2024
CONFERENCES IN BOSTON!



**THE NATIONAL
ADVANCEMENT
SUMMER INSTITUTE
FOR CATHOLIC SCHOOLS**

SUNDAY, JUNE 23 TO
THURSDAY, JUNE 27, 2024



MEET THE PARTNERS IN MISSION TEAM AND CONFERENCE FACULTY

