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Thursday, October 23

- PG802 **High Impact Philanthropy: Strategies for Partnering with Professional Advisors**
(Robin Ganzert, Bill Sutton, Joe Fortuna, Tracy Mack)
- PG803 **Motivating New Life Insurance and Commercial Annuities in Charitable Planning** (John McKee)
- PG804 **Charitable Reverse Mortgages – Sharing Your Home with Charity** (Neal Myerberg)
- PG805 **CRT Traps Attorneys Must Avoid** (Gregory Baker)
- PG806 **Charitable Remainder Trusts: Walking the Walk and Understanding the Talk** (Conrad Teitell)
- PG807 **Multiple-Entity Donors: How to Work Effectively with Today’s Sophisticate Philanthropist** (Reynolds Cafferata)
- PG808 **Never Decline a Gift Again: Planned Gift Outsource Directory from A to Z** (Bryan Clontz)
- PG809* **Effective Gift Acceptance Policies and Procedures, Parts 1 & 2** (David Wheeler Newman)...two CDs
- PG810 **Plenary Luncheon Speaker** (Peter Kiernan)
- PG811 **Beyond the Ask: Negotiating and Closing the Gift** (Roger Meyer)
- PG812 **Determining Your Client’s Capacity to Make a Planned Gift** (Kathy Busey, Neil Boyer)
- PG813 **Gift Completion: The Devil is in the Details** (Erik Dryburgh)
- PG814 **Investing Charitable Remainder Trusts in the Endowment** (David Libengood, Benjamin Madonia, Rachel Moore)
- PG815 **Mile High Goals: Gift Planning in Mega Capital Campaigns** (Laura Hansen Dean, Phil Oswald)
- PG816 **Planned Gifts that Appeal to Younger Donors** (Jeff Lydenberg)
- PG817 **What Gift Planners Need to Know About Commercial Annuities** (Johni Hays)
- PG818* **Charitably Enhanced Retirement Plans, Parts 1 & 2** (Gregory Schupra, James Jackson)...two CDs

Friday, October 24

- PG819 **Across the Great Divide: Gift Planning Officers and Professionals Advisors – Synergy for Success**
(Cynthia Krause, Jeffrey Comfort)
- PG820 **Case Studies in Mistakes to Avoid Problem Planning** (Kenneth Coveney, Jamie Nelson, David Williams)
- PG821 **Court Enforcement of Restricted Gifts** (Winton Smith)
- PG822 **Increasing Your Campaign: How to Create Gift Plans Using Modern Financial and Business Techniques** (William Samers)
- PG823 **“I Want It Now!” Strategies for Early Termination of Deferred Gifts** (Michael Parham)
- PG824 **Minding the Shop: Creative Planned Giving Strategies for Business Owners** (Jeff Smith, Joseph Hancock)
- PG825 **Retirement Plan Gifts – Better Now or Later?** (Tim Prosser)
- PG826* **Planned Giving for the Small Development Office, Parts 1 & 2** (Philip Purcell)...two CDs
- PG827 **Plenary Luncheon Speakers: Gift Planning Star Wars: A New Hope or the Empire Strikes Back...?**
(Cynthia Krause, Jeff Comfort)

Saturday, October 25

- PG828 **Pam’s Pithy Messages for Highly Effective Gift Planning – Highlighted by Illustrative Often Life-Changing Donor Stories**
(Pamela Davidson)
- PG829 **Gift Planning Boom(ers) or Bust** (Margaret Holman, Barlow Mann)
- PG830 **“How Old Are You and Did You Know You Could...Initiating Planned Gift Discussions and Getting Answers to Key Questions”**
(Alexandra Brovey, Patricia Roenigk)
- PG831 **Mining for Gold: Sifting the Database to Strike it Rich** (Jackie Franey, Anita Lawson)
- PG832 **Portraits of Donors: Insights Into 12 High Net Worth Donor Archetypes** (Patrick Rooney, Charles Slamar)
- PG833 **Value and Values in Planned Giving** (Justin Greeves, Peggy Levenson)
- PG834* **Discovering the Secret Giver: Groundbreaking Research on the Behavior of Bequest Givers in America, Parts 1 & 2**
(J. Ann Selzer, Larry Stelter) ...two CDs
- PG835 **Closing Luncheon Speaker: The Impact of Recent Economic Developments on America's Charities** (Patrick Rooney)