

PLANNED GIVING & TRUST SERVICES CONFERENCE

PARTNERSHIP IN GOD'S MISSION



25-29 FEB, 2020
Lilongwe, Malawi

PROGRAMME



SOUTHERN AFRICA-INDIAN OCEAN DIVISION



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PARTNERSHIP IN GOD'S MISSION

1ST PGTS INTERNATIONAL CONFERENCE

25-29 FEB, 2020

Lilongwe, Malawi



COORDINATOR

Hopeson Bonya

SECRETARIAT

Thuli Thamene

Hanna Bonya

REGISTRATION

Thuli Thamene

LAYOUT & DESIGN

Trust Sayi

MEDIA

Otieno Mkandawire

TRANSPORTATION

Brian Chafunya

06 WELCOME

08 PRESENTERS

17 ABSTRACTS

28 PROGRAM

33 SEMINARS



What to Know?

Planned Giving & Trust Services provides information to individuals that will assist them in using gift planning documents such as Wills, Trusts, Gift Annuities, Power of Attorney and Health Care Directives; that will provide for and protect family members. Certified personnel and Accredited departments are available in most conferences and institutions.



Dear fellow leaders, Welcome to our first Planned Giving and Trust Services (PGTS), conference for the Southern Africa-Indian Ocean Division. PGTS is a specialized ministry at every level of the Seventh-day Adventist church which serves as a platform through which individuals and families may give their continuing support to God's work through various gift plans. During this conference, we hope to accomplish the following:

1. *Appreciate biblical foundations of PGTS.*
2. *Learn how to partner with the church and its institutions through gift planning;*
3. *Appreciate the place and benefits of an effective PGTS Program for Adventist institutions;*
4. *Develop and run a sustainable development program through the office of PGTS in your organization;*
5. *Create and maintain a sustainable organizational donor base for your institution;*

This conference serves as a launch pad for our division's long envisaged programs, certification of qualifying Adventist PGTS officers and accreditation of qualifying organizational trust offices in particular. It's also a platform whereby participants will actively and meaningfully engage with our presenters and with each other to the glory of God and His mission on earth.

Your fellow steward,

Hopeson Bonya, DMin

DIRECTOR, PGTS

*Southern Africa-Indian Ocean Division of the
General Conference of Seventh-day Adventists*

PRESENTERS

LEARN ABOUT OUR SPEAKERS



LILYA WAGNER

Dr. Lilya Wagner is currently Director of Philanthropic Service for Institutions, a service of the North American Division of the Seventh-day Adventist church, and also provides training and consulting through the General Conference for other Divisions. She is also a trainer for The Fund Raising School as well as on the philanthropic studies faculty of the Lilly Family School of Philanthropy at Indiana University.

Dr. Wagner was Vice President for Philanthropy at Counterpart International in Washington, D.C. She has also served at the Lilly Family School of Philanthropy, as Associate Director for Public Service and Director of the Women's Philanthropy Institute. Wagner has also received the Henry A. Rosso Medal for Lifetime Achievement in Ethical Fund Raising by the Indiana University Lilly Family School of Philanthropy. Her published writings include articles and book chapters on philanthropy, fundraising and the non-profit sector. *Careers in Fundraising*, winner of the Skystone Ryan Research Prize presented by the Association of Fundraising Professionals (AFP), is a comprehensive volume on fundraising as a profession. Another significant publication in her field is *Leading Up: Transformational Leadership for Fundraisers*.

Dr. Wagner holds a doctorate in Education from the University of Florida in Gainesville and has a Master's degrees in both Journalism and Music.

DENNIS CARLSON



Dennis Carlson began working for the Seventh-day Adventist church in 1977 as an Adventist Book Center Manager. Later, during the General Conference in 2015, Carlson was elected as the Director of Planned Giving and Trust Services for the General Conference, a position in which he is currently holding.

Planned Giving & Trust Services provides information to individuals that will assist them in using gift planning documents such as Wills, Trusts, Gift Annuities, Power of Attorney and Health Care Directives; that will provide for and protect family members. Certified personnel and Accredited departments are available in most conferences and institutions.

Carlson holds a BA degree in accounting from Southwestern Adventist University (SWAU) and a MBA in personal financial planning from City University of Seattle. His wife, Alma, also has a degree in accounting from SWAU, and currently works for the Hope Channel. Dennis enjoys walking, backpacking, biking, rollerblading and canoeing. He enjoys reading the Bible and the writings of Ellen White.



HEBE SOARES

Executive Director with 21 years experience in philanthropy, and proven ability to acquire seven figure gifts. Has outstanding insight to relate to board members, donors, and the community at-large, while establishing views that promote organizational objectives that encourage success. Has exceptional understanding in reaching out to different ethnic groups and various generation levels. Expertise in all areas of fundraising including major gifts, annual giving, capital campaign, and planned giving. Public speaker with international experience.

- Hebe holds the following certifications:
- Certified Fund Raising Executive, CFRE
- Fellow in Charitable Estate Planning, FCEP,
- Executive Certificate in Religious Fundraising
- Certificate in Fundraising Management
- Certificate in Digital Fundraising

Currently Hebe serves on the board of the local chapter of the Association of Fundraising Professionals, and is a mentor to several organizations.

Hebe has an MBA from Andrews University, and is completing a PhD in Leadership. She and her husband live in Berrien Springs, they have five adult children, and five grandchildren.

DENNIS HOLLINGSEAD



Dennis was born and raised in California, attended Bakersfield Academy and then Pacific Union College where he received a BA in Music Education (1973). He attended Andrews University and received an MA in Music Education (1975), and also received a Master of Library Science from Minnesota State University—Mankato (2005). He has taught in Michigan, California, Kansas, and Minnesota.

Dennis is married to Candice C. Haas Hollingsead, PhD, and they have three children, Seth, Sara, and Stuart. He lives in Buchanan, Michigan and works in the Office of Development at Andrews University as Prospect Management Officer. These duties include working with the Banner database and searching for individuals that may be willing to support the mission of the Seventh-day Adventist Church through philanthropic gifts to Andrews University. The position also involves researching information that will help Andrews' gift officers match individual donors' philanthropic interests with Andrews University's fundraising efforts.

Dennis has recently taken on some Annual Giving projects including #AUGive on "Giving Tuesday", that places emphasis on giving back to your alma mater and other non-profit organizations. He is a Certified Fund-Raising Executive (CFRE). Dennis is married to Candice C. Haas Hollingsead, and they have three children.



TRUST SAYI

A Filmmaker and Creative Photographer, Tovimbanashe *Trust* Sayi, is currently Media Director for EZC Media at East Zimbabwe Conference. He has helped to establish

EZC Media which has undoubtedly become one of the leading Christian Media Centres in Zimbabwe, with over 4.5 million online viewers and more than 25,000 YouTube subscribers in a little less than a year.

He previously served as Assistant Instructor for the Visual Communication program at the Adventist University of the Philippines, where he was teaching areas such as Photojournalism, Graphic Design, Photography and Creative Advertising. At the same time, he was a Media Consultant for the Adventist International Institute of Advanced Studies, AIAS. He has also served as Assistant Communications Specialist for ADRA, Philippines.

Recently, he published his new book titled *Digital Evangelism*, which focuses on the effective use of digital media for ministry and evangelism. As a filmmaker, one of his dreams is to build *State-of-the-Art* film production studios in the African continent, that will take up a leading role in using digital media platforms to prepare the world for Christ's Second Advent.

When not too busy, he enjoys lots of travel and out-door Photography. He's the first son out of five children born to Pastor and *the late* Mrs. Sayi from Zimbabwe.

HANO BEKKER



Hano is a driven and passionate church worker. With 37 years of experience in estate planning and administration, both as civil servant and in private practice. He holds the following qualifications: Bluris (UNISA), LLB (UNISA), PGDip: Business Administration (GIBS), MBA (GIBS). His MBA dissertation was on sacred calling in the church. Hano has served in the Planned Giving and Trust Services department of the Northern Conference, South Africa for 26 years.

He has developed and regularized the department to bring it in line with the legal requirements of South Africa. Hano is passionate about training and sharing his expertise in this field within and without the church structures.

He assisted with the establishment of the Seychelles Mission as well as the Zimbabwe West Union Conference Planned Giving & Trust Services department. Since completing his MBA, Hano has a great affinity to be active in the business sector of the church administration. He is currently a trustee, director and chairman of the Northern Conference Development Trust (NCDT) which owns and operates close to a thousand retirement houses and three frail care centers.

He teaches Wills and Estates to candidate attorneys for the Legal Practitioners Council of South Africa at the University of Pretoria.



COLETTE MOONSAMY

Colette Moonsamy, is a paralegal in the Planned Giving and Trust Services department of the Northern Conference of the Seventh-day Adventist Church in South Africa. Colette has been serving in this position since September 2014. She has been in the church work for eight years and served as a missionary in South Korea for 1 year. She holds a BCom: Law (UP) degree together with a LLB, UNISA and will be admitted as an Attorney of the High Court next year, as she is currently serving her articles for a year. She is experienced in the fields of estate planning, drafting of wills as well the administration of a deceased estate. Colette is passionate about serving God through serving His people.



MICHAEL CHISALE

Chisale works as a Law Consultant in the firm of Messers Destone and Co. which provides professional legal services in Malawi and abroad. Michael Chisale is a Legal Practitioner whose areas of interest are Commercial Law, Public International Law and Intellectual Property. Chisale did his practice at University of Malawi, Chancellor College.

NONTOKOZO MASUKU



Personal branding specialist, Nontokozi Masuku is also a strengths coach with professional experience from Africa, Europe and the United States of America.

Nonto, as she is affectionately known, is an executive partner at The Payce Group, an organisation that specialises in solutions for building the capacity of business leaders and the teams they lead. She is a seasoned personal branding speaker and strengths coach who helps her audiences and clients to unleash their full potential. Nonto also makes guest appearances on local radio. During the last decade Nonto has facilitated both in-house and open assignments for high-profile clients in both the private and public sector under the Aurafactor brand of the business.

Nonto is also passionate about empowering women. She has had the opportunity to work with a number of embassies on projects that build the capacity of women. In recognition for the work she has done, in September 2016, Nonto was nominated 1st Runner up in the Education and Training category by the Zimbabwe National Chamber of Commerce (ZNCC) at the Women in Enterprise Awards (WECA) 2016.

Nonto is a United States Department of State Professional Fellow, having been a participant in Cohort 1 of the Business and Entrepreneurship Exchange Program (BEEP) in Denver, CO and Washington, DC.



NDABEZINHLE MASUKU

Currently serves as the Chief Financial Officer of the Zimbabwe West Union Conference (ZWUC). He has professional experience from Africa and Europe, as well as substantial periods of immersion in the United States of America. Nda actively lends his expertise to business and non-profit organisations in his community. He is the Non-Executive Chairperson of PACG & Co, an organisational development and innovation firm serving Africa and the South Pacific. He also sits on the Zimbabwe Academy of Music Council, an advisory board for the country's premier music institution. Nda has spent the last two decades in financial roles in the private, public, and non-profit sectors including three years in a FTSE 100 entity in the United Kingdom.

Nda's passion resides at the intersection of leadership, innovation and social enterprise. He is a trustee of Innovation for Africa, a hub whose mandate is to unlock the innovative potential for the betterment of life in urban and rural Africa. He is also a trustee of a venture capital fund created to support businesses in Zimbabwe. Nda is a U.S. Department of State IVLP alumnus having participated in the Social Enterprise cohort of November 2015 in four American states. Ndabezinhle is a full Member of the Institute of Public Accountants (Australia) and an Associate of the Institute of Financial Accountants (UK).

SEMINAR/ PLENARY

ABSTRACTS

"Effective Trust Leadership: Understanding Roles of PGTS Department."

BEKKER & MOONSAMY

Northern Conference, South Africa

The PGTS Director is a conference, union or divisional leader with an opportunity to influence people's lives, not only now, but also their faithfulness to God's work in the hereafter. We will study a portion of King David's life to discover and to extrapolate his qualities that are applicable to us today. The character traits of a good PGTS leader will be explained and some non-negotiable traits will be presented.

"Is Leadership in the PGTS Department a 'Calling'?"

BEKKER & MOONSAMY

Northern Conference, South Africa

It appears as if the role of calling has become outmoded. We all know colleagues for whom their "ministry" is just a job. We will briefly look at the origin of sacred calling and its development to its current academic articulation. We will also look at the challenges of church workers whom are called and the challenges and frustrations of employing the wrong person in the role of PGTS director.

"Corporate Governance: Church Policy and the King IV Report on Public Benefit Organisations."

BEKKER & MOONSAMY

Northern Conference, South Africa

Recent scandals in the business world have highlighted the need for proper corporate governance. We will discover how forward facing our church policy on governance already is. We will also look at the King IV Report on Corporate Governance to further ensure transparent governance that is not reduced to a mere tick-box exercise.

“The Relationship Between PGTS and Church Property Holding Companies Explained.”

BEKKER & MOONSAMY

Northern Conference, South Africa

Church Property Holding Companies (CPHC) are often misunderstood and distrusted. This discussion will focus on the origin, development and proper use of these companies. It offers protection from mismanagement of church property and affords a possible tax shield. The PGTS director has to understand his local CPHC in doing estate planning, drafting of wills and counselling on stewardship in estate planning.

“Establishing and Managing a PGTS Office”

BEKKER & MOONSAMY

Northern Conference, South Africa

Your conference has chosen you to be the new PGTS director. How do you get started? We will discuss the office furniture, stationary and electronic equipment needs. We will look at office layout to establish a confidential area where clients can speak freely. The office work flow will be explained.

“Becoming Change-Makers’?”

NONTOKOZO MASUKU

Personal Branding Specialist

Change-makers are individuals who are committed to making a positive impact in their societies. They follow through with making a difference in society, no matter how small that difference may be. They identify problems, be it economic, social, political, religious or moral; and come up with sustainable solutions. Everyone can become a change-maker, and everyone should be one. However, not everyone is harnessing that power. This presentation will look at some of the essential characteristics that define successful change-makers, using some Bible characters with Christ as the ultimate role model. It will also look at how Christian business leaders, academics and entrepreneurs can be successful change-makers in our world today.

“At the Intersection of Innovation and Mission: Principles for PGTS”

NDABEZINHLE MASUKU

CFO, Zimbabwe West Union Conference

At the cusp of a new decade there is an intensity of innovative approaches to all facets of human life and endeavour. For the most part, this level of innovation is yet to be matched in the realm of our mission and framework for ministry as Christians. This presentation seeks to shine a spotlight on innovation in the global context, and subsequently attempts to derive actionable principles for application in the Planned Giving and Trust Services ministry.

“Good Storytelling Raises More Money”

DENNIS HOLLINGSEAD

Prospect Management Officer, Andrews University

A visual review and critique of fundraising annual appeals—what works and what to avoid. Storytelling and visual appeal are critical for maximizing return on investment. We will look at some appeal letters from Andrews University’s Office of Development as well as some ministries. Video clips from Networking for Good will be presented.

“Fundraising Principles in the Old Testament”

DENNIS HOLLINGSEAD

Prospect Management Officer, Andrews University

Best practice in capital project fundraising today closely parallels the biblical principles of fundraising. These include: project vision, building plans, lead gifts, gifts-in-kind, fundraising meeting, thanks to God for moving the hearts of those who gave, celebration of lead gifts, construction, volunteers, and the building dedication.

“Database: Selection & Data Collection”

DENNIS HOLLINGSEAD

Prospect Management Officer, Andrews University

A best practice review serving as a basis for a sustainable donor database. These include database programs such as Excel, Access, as well as free and commercially available donor database systems. Best practices determine what data your organization needs. All data has a cost, and, as such, one needs to decide about the affordability and maintenance of data, which includes establishing strategies for acquiring data, the processes for monitoring accuracy, and the use of surveys to collect data.

“Prospective Client Donor Research”

DENNIS HOLLINGSEAD

Prospect Management Officer, Andrews University

The seminar covers research essentials such as daily news screenings, push technology and alerts, client lists, identifying potential first-time clients, or those with significant gift capacity. Prospective donor research includes free and fee-based resources, profile development of client prospects, management and solicitation cycle, and information verification. Tips and tricks using Excel to prioritize donors for personal contact, mailings, or further research will be included.

“It’s More Blessed to Give Than to Receive: Research on The Blessings of Giving”

LILYA WAGNER

North American Division

The Bible tells us that “it’s more blessed to give than to receive,” and secular research verifies that. In this session we will take a look at the research and most importantly use this information as a basis to do fundraising with confidence and pride in our organizations, rather than apologize for fundraising.

“Fundamentals of fundraising”

LILYA WAGNER

North American Division

There are basic fundraising principles that work around the globe. The key is to understand the principles and then apply them to our countries and cultures, and ultimately to our organizations, for maximum effect. This session will guide us through that process, and you will focus on laying the groundwork or improving your own fundraising.

“The Art of Ask”

LILYA WAGNER

North American Division

The Bible says, “Ask, and you will receive.” How we ask for funds, however, takes some skill, training and practice. In this session we will focus on the most significant tool for fundraising, the personal ask, which is so significant for planned giving fundraising.

“International or Global Philanthropy”

LILYA WAGNER

North American Division

We are part of a global community, and fundraising exists around the world. In this session we will discuss the various aspects that shape generosity and philanthropy, such as culture, religion and traditions. Today it's possible to receive funds across borders, and the knowledge shared in this session will help us do so.

“The Culturally Proficient Fundraiser”

LILYA WAGNER

North American Division

Most of us are most comfortable within our own contexts, but today most countries experience the richness of immigrations, visitors from other countries, temporary employees, and other factors that contribute to much cultural variety. How do we adjust to these differences, especially in the context of fundraising? This session will discuss the high points of communicating and working with the differences in our societies and communities.

“Women’s Philanthropy: Practices and Progress”

LILYA WAGNER

North American Division

There are times when we overlook women as givers and decision-makers. Some of this, of course, depends on our cultures. But let’s remember that including people in the joy of giving is mutually beneficial. This session looks at some of the highlights of women’s giving, and from these we can contextualize the ideas to our own settings.

“Principles and Benefits of Planned Giving”

LILYA WAGNER

North American Division

We can often learn across borders and enrich our own practices. This session is a brief overview of how planned giving is crucial to nongovernmental and faith-based organizations’ ability to function now and in the future. This session is U.S. oriented, but at the same time we can learn some of the principles behind the practices.

“Planning for Fundraising”

LILYA WAGNER

North American Division

Today our donors want to be sure we know what we’re doing, that they can trust us, and that we can prove outcomes of our efforts. A plan is essential, especially when working with major and planned gift donors. This session will lead us through the principles of planning, which we can apply to our own versions of the process and result.

“Crossing Borders: Reaching Beyond the Adventist World.”

LILYA WAGNER

North American Division

As we discussed in the benefits of generosity session, philanthropy, fundraising and generosity results in mutual benefits. Also, Mrs. White stated that fundraising is a form of evangelism. When we invite people to participate in something meaningful and worthwhile, we are not only helping our own causes and constituents but we are providing benefits to others outside of our inner circles. This session will provide meaning to this principle and help us think more broadly.

“Creating Promotional Content”

TRUST SAYI

Filmmaker & Photographer

How to produce content that strategically represents the vision of your organization? What are the current effective trends in developing promotional content? This seminar will explore the diverse ways of using digital media in producing promotional materials. The idea is being very intentional and strategic in the way you plan and produce quality effective content for your organization.

“Using Websites, Images and Videos as Promotional Tools”

TRUST SAYI

Filmmaker & Photographer

According to *Forbes*, “Video marketing is a powerful strategy to promote, brand, and grow your audience online. More consumers are interacting with videos today than ever before.” This in-depth seminar will explore the use of videos, posters, flyers, websites and images as promotional tools. At the same time defining how you can use these platforms in order reach out to a much wider audience.

“Impact of Development Communication”

TRUST SAYI

Filmmaker & Photographer

As a leader, there’s need to understand the strategic place of communication in bringing about and effective change or awareness for your organization. Essentially, how to maximize your brand and communication through, websites and your social media platforms? We will explore and seek to understand how your organization can take a leading role in fulfilling the broader vision of PGTS through effective development communication.

“Principles of Philanthropy”

HEBE SOARES

Senior Development Officer, Andrews University

An introduction to philanthropy with an understanding of the various approaches to reach donors while guiding them to give and promote human welfare. We will discuss several “friend raising” methods to reach donors.

“Planned Giving Essentials”

HEBE SOARES

Senior Development Officer, Andrews University

In this seminar we will explore avenues that can be used to identify and guide the donor who has shown loyalty through giving, and to promote the proper distribution of wealth according to the donor’s wishes.

“Making the Ask”

HEBE SOARES

Senior Development Officer, Andrews University

Interactive training that will teach the solicitor to make the “ask” in a manner that best reaches the major donor. This class will be for those who are interested in developing and cultivating interaction with donors to enhance a successful major ask.

“Capital Campaigns: Understanding the Basics”

HEBE SOARES

Senior Development Officer, Andrews University

A review of the various phases and strategies to effectively and efficiently manage a capital campaign from beginning to end. In addition, we will evaluate how a capital campaign can affect the overall giving of the institution.

“First Section: Planned Giving”

DENNIS CARLSON

PGTS Director, Adventist World Church

The global definition of Planned Giving & Trust Services (PGTS) for the world that is outside of the NAD. It is different than you may think.

1. *Biblical Foundation of Planned Giving:* Scripture has much to say about PGTS. Who do you think is the best example of a planned gift?
 2. *The Faithful Planned Giver in the Last Days:* PGTS is on the front lines of the economic war between Christ and Satan. Learn who the specific target is and what methods Satan intends to use to attack this special group.
 3. *God’s Planned Gift:* The amazingly immense creation of God. The insignificant speck in the universe. The extravagant planned gift of grace.
 4. *Estate Planning for the Christian Family:* An incontinent truth. Ellen White’s challenge to all those who follow Christ.
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“Second Section: Trust Services”

DENNIS CARLSON

PGTS Director, Adventist World Church

6. *Scripture and Spirit of Prophecy Foundation of Trust Services:* The amazing way God works on the hearts of leaders to give gifts
7. *Gift Acceptance Guidelines:* An attempt to find guidance from Scripture and Spirit of Prophecy. Faithful to God’s leading to free resource from the grasp of Satan.
8. *Receiving Gifts or not:* Would you accept this gift or not. Find out what you answers are.
9. *Generational Gifts:* The most important Planned Gift that any parent can give.

*Delegates are reminded to observe and
always keep time.*

*Kindly, note that you shall be informed
ahead of time in the event of changes or
adjustments in the programme.*

Tuesday, 25 February

14:50 - 17:25	REGISTRATION	REGISTRATION
17:30 - 18:30	WELCOME DINNER	THULI THAMENE
18:30 - 18:45	WELCOME REMARKS	<i>HOPESON BONYA</i>
18:45 - 19:35	<i>It's More Blessed to Give than to Receive</i>	LILYA WAGNER

Wednesday, 26 February

06:00 - 06:30	PRAYER ROOM	PRAYER ROOM
06:30 - 07:45	BREAKFAST	<i>PERSONAL</i>
07:50 - 08:10	Welcome Video	SOLOMON MAPHOSA
08:15 - 08:55	<i>Becoming A Change-Maker</i>	NONTOKOZO MASUKU
09:00 - 09:45	<i>Principles & Benefits of Planned Giving</i>	LILYA WAGNER
09:45 - 10:00	MINI BREAK	<i>FELLOWSHIP</i>
10:05 - 10:45	<i>Leadership in PGTS</i>	BEKKER & MOONSAMY
10:50 - 11:40	<i>Fundamentals of Fundraising</i>	LILYA WAGNER
11:45 - 12:45	SEMINAR ONE	<i>BREAK-AWAY SESSIONS</i>
12:45 - 13:45	LUNCH BREAK	<i>FELLOWSHIP</i>
14:00 - 14:55	SEMINAR TWO	<i>BREAK-AWAY SESSIONS</i>
15:00 - 15:40	<i>The Art of Ask</i>	LILYA WAGNER
15:45 - 16:30	<i>Intro. to Global PGTS</i>	DENNIS CARLSON
16:35 - 17:25	<i>Corporate Governance</i>	BEKKER & MOONSAMY
17:30 - 18:30	SUPPER	<i>PERSONAL</i>
18:45 - 19:35	<i>International Philanthropy</i>	LILYA WAGNER
19:40 - 20:30	NETWORKING	NETWORKING
20:30 - 20:45	GOOD NIGHT	GOOD NIGHT

Thursday, 27 February

06:00 - 06:30	PRAYER ROOM	PRAYER ROOM
06:30 - 07:45	BREAKFAST	<i>PERSONAL</i>
07:50 - 08:10	Praise & Worship	Praise & Worship
08:15 - 08:55	<i>Biblical Foundation of Planned Giving</i>	DENNIS CARLSON
09:00 - 09:45	<i>The Culturally Proficient Fundraiser</i>	LILYA WAGNER
09:45 - 10:00	MINI BREAK	<i>FELLOWSHIP</i>
10:05 - 10:45	<i>Effective Trust Leadership</i>	BEKKER & MOONSAMY
10:50 - 11:40	<i>Women's Philanthropy: Practices and Progress</i>	LILYA WAGNER
11:45 - 12:45	SEMINAR THREE	<i>BREAK-AWAY SESSIONS</i>
12:45 - 13:45	LUNCH BREAK	<i>FELLOWSHIP</i>
14:00 - 14:55	SEMINAR FOUR	<i>BREAK-AWAY SESSIONS</i>
15:00 - 15:40	<i>Planning for Fundraising</i>	LILYA WAGNER
15:45 - 16:30	<i>Intersection of Innovation and Mission</i>	NDABEZINHLE MASUKU
16:35 - 17:25	<i>Crossing Borders: Reaching Beyond Adventist World</i>	LILYA WAGNER
17:30 - 18:30	SUPPER	<i>PERSONAL</i>
18:45 - 19:35	<i>The Faithful Planned Giver in the Last Days</i>	LILYA WAGNER
19:40 - 20:30	NETWORKING	NETWORKING
20:30 - 20:45	GOOD NIGHT	GOOD NIGHT

Friday, 28 February

06:00 - 06:30	PRAYER ROOM	PRAYER ROOM
06:30 - 07:45	BREAKFAST	PERSONAL
07:50 - 08:10	Praise & Worship	Praise & Worship
08:15 - 08:55	<i>God's Planned Gift</i>	DENNIS CARLSON
09:00 - 09:45	<i>Principles of Philanthropy</i>	HEBE SOARES
09:45 - 10:00	MINI BREAK	FELLOWSHIP
10:05 - 10:45	<i>Fundraising in the Old Testament</i>	DENNIS HOLLINGSEAD
10:50 - 11:40	<i>Capital Campaigns: Understanding the Basics</i>	HEBE SOARES
11:45 - 12:45	<i>Law of Trusts and Wills in the Now and Hereafter</i>	MICHAEL CHISALE
12:45 - 13:45	LUNCH BREAK	FELLOWSHIP
14:00 - 14:55	<i>Estate Planning for the Christian Family</i>	DENNIS CARLSON
15:00 - 15:40	<i>Spirit of Prophecy Foundation of Trust Services</i>	DENNIS CARLSON
15:45 - 16:30	<i>PGTS and Church Property Holding Companies</i>	BEKKER & MOONSAMY
16:35 - 17:25	<i>Gift Acceptance Guidelines</i>	DENNIS CARLSON
17:30 - 18:30	SUPPER	PERSONAL
18:45 - 19:35	<i>Receiving Gifts or Not?</i>	DENNIS CARLSON
19:40 - 20:30	NETWORKING	NETWORKING
20:30 - 20:45	GOOD NIGHT	GOOD NIGHT

Sabbath, 29 February

06:00 - 06:30	PRAYER ROOM	PRAYER ROOM
06:30 - 07:45	BREAKFAST	<i>PERSONAL</i>
07:50 - 08:00	Welcome & Briefing	HOPESON BONYA
08:15 - 12:45	<i>Ministry in Various Lilongwe Churches</i>	GROUPS
12:45 - 13:45	LUNCH BREAK	<i>FELLOWSHIP</i>
14:00 - 14:55	<i>Ministry in Various Lilongwe Churches</i>	GROUPS
15:00 - 15:40	REST & NETWORK	<i>FELLOWSHIP</i>
17:30 - 18:30	FAREWELL DINNER	<i>THULI THAMENE</i>
18:45 - 20:30	FAREWELL CONCERT	SHARON BONYA
20:30 - 20:45	CLOSING REMARKS	FRACKSON KUYAMA HOPESON BONYA

SEMINAR ONE, 26 FEB		11:45-12:45
TOPIC	PRESENTER	VENUE
<i>Prospective Client-Donor Research</i>	DENNIS HOLLINGSEAD	MBIDZI
<i>Issues, Challenges & Opportunities of the PGTS office</i>	BEKKER & MOONSAMY	MPATSA
<i>Creating Promotional Content</i>	TRUST SAYI	MBUNA
SEMINAR TWO, 26 FEB		14:00-14:55
<i>Developing a Database</i>	DENNIS HOLLINGSEAD	MBIDZI
<i>FAQs in Planned Giving</i>	BEKKER & MOONSAMY	MPATSA
<i>Making the Ask</i>	HEBE SOARES	MBUNA
SEMINAR THREE, 27 FEB		11:45-12:45
<i>Planned Giving Essentials</i>	HEBE SOARES	MBIDZI
<i>The Impact of Development Communication</i>	TRUST SAYI	MPATSA
<i>Generational Gifts</i>	DENNIS CARLSON	MBUNA
SEMINAR FOUR, 27 FEB		14:00-14:55
<i>Fundraising Through Storytelling</i>	DENNIS HOLLINGSEAD	MBIDZI
<i>Generational Gifts</i>	DENNIS CARLSON	MPATSA
<i>Using Websites, Images & Videos as Promotional Tools</i>	TRUST SAYI	MBUNA



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Southern Africa-Indian Ocean Division
27 Regency Drive, Route 21 Corporate Park
Pretoria , South Africa