



22nd Annual Conference – June 6, 2017
Changing Times, Changing Strategies

Featured Speakers

Christopher S. Porrino, Attorney General of the State of New Jersey
The Relationship between State and Charities, Serving the Common Good

Edie Matulka, PG Calc, Senior Consultant
Lessons Learned from Planned Giving Audits

Breakout Sessions

Basics of Marketing your Planned Giving Program

Jacqueline M. Bartley, JD, Bloomfield College, Vice President of Institutional Advancement
Anne DeVivo DeMesa, RWJ/Barnabas Health Foundation, Assistant Vice President of Gift Planning

Everything you need to know about Planned Giving you learned in Kindergarten

Meryl R. Cosentino, JD, Stony Brook University, Senior Director of Planned Giving

Blended Gifts: Shifting the Organizational Culture

Ed Cadogan, The Nature Conservancy, Senior Associate Director of Gift Planning

Philanthropy under Trump

Andrew J. Gray, CPA, Daszkal Bolton LLP, Manager – Tax

Realized Bequests: Troubles in Administration and Donor Family Relations

Susan E. Hanifin, Dartmouth College, Executive Director of Gift Planning

Building Trustee Membership in your Legacy Society

Cynthia O'Donnell, Morristown Hospital
Paul Parvis, Taft School, Director of Planned Giving

Emotional Influences on Gift Planning Outcomes

Peter Ticconi, Retired. Most recently: Georgia Institute of Technology, Executive Director of Development, Gift Planning and Senior Philanthropic Advisor