

NYSAIS INSTITUTIONAL ADVANCEMENT CONFERENCE 2022

Check back for updates

(updated 3/1/22)

Sunday, March 6, 2022	
11:00 AM Outside of Parlor	Conference Planning Committee Meeting
12:00 PM Outside of Parlor	Conference Registration Open (guest room availability not guaranteed till 4:00 PM) -Proof of COVID-19 Vaccination checked at Name Badge Table -Order Trail Lunch (boxed) for Monday (if you wish to eat outdoors) -Enter the raffle for a Mohonk Spa Gift Certificate!
12:00 PM West Dining Hall	Lunch available Trail Lunch (boxed) available for those who ordered ahead using the form that was sent with the reminder (if you wish to eat outdoors)
1:45 PM Parlor	Conference Welcome by Conference Committee
2:00 - 4:00PM Parlor 	General Session 1: Keynote - Where do we go from here? Advancing our Missions in the Age of Uncertainty - Tesha McCord Poe (Joy Raising) livestream via Zoom The last three school years have presented more change than anyone in education could ever have imagined. Flying without a net and acting without a script, advancement professionals did their best to thrive amidst unrelenting pressure, health concerns, dissatisfied constituents and whipsawing uncertainty. With postponed events, delayed capital campaigns, constant COVID communication and controversies surrounding our DEIB work, the time between March 2020 and March 2022 has been both compressed and expanded, leaving some feeling as though they are in a continual showing of Groundhog Day. While the final chapter on this most unusual time has not been written, we already know there are many ways in which our institutions have changed forever. Tesha McCord Poe will share with us how we can meet the challenge of a profession that will require us to be more nimble, more embracing of difference, more sensitive to conflict, more aware of educational and demographic trends and more willing to set aside tradition to forge a new path. "We've always done it this way" is not part of this "next normal." As both a head of school and a fundraising professional, Tesha has seen our industry from all sides and can help us elevate our practice, whether it's in creating a new strategic vision for philanthropy at our schools, supporting our teams, or becoming the advocates for diversity that all of our schools need and deserve. (This session will be recorded)
4:00 - 5:30 PM	Free Time -Check-in to guest rooms -Tea available (Lake Lounge)
5:30 - 6:30 PM Parlor	Cohort Meetings 1
6:30 PM Lake Lounge	Cocktail Reception
7:30 PM West Dining Hall	Buffet Dinner (assigned seating) "to go" boxes available from Banquet Staff (if you wish to eat outdoors)

After Dinner	Available Activities -Fire tables on porch (outside of Parlor) -(Optional) Gather in the Carriage Lounge (bar) to honor Marcus De Costa and Joyce Kuh (or in the words of Marcus "retiring to the Carriage Lounge")
Monday, March 7, 2022	
7:00 AM Lake Lounge	Continental Breakfast available ("grab & go" option if you wish to eat outdoors)
8:00 - 9:00 AM West Dining Hall	Buffet Breakfast
9:15 - 11:00 AM Parlor 	General Session 2: Growth Doesn't Have to Hurt: Expanding Your Mindset and Your Resilience - Ren Washington (Center for Creative Leadership) livestream via Zoom Often, it is easier to accept what is, because of the fear of the unknown. That paradigm makes new opportunities look like things to fail as opposed to challenges to overcome. Using the Challenge of Change resilience assessment, you'll explore the manifestations of a fixed mindset vs. a growth mindset. Here, you'll identify steps to engage the present moment without being torn asunder by thoughts of "what if" or "if only." (This session will NOT be recorded)
11:00 - 11:15 AM	Break
11:15 AM - 12:15 PM Various Rooms	Peer Breakout Sessions 1 (see workshop schedule below)
12:30 - 1:45 PM West Dining Room	Buffet Lunch Trail lunch (boxed) available (delivered to the Parlor) - <i>order by Sunday afternoon</i>
2:00 - 3:00 PM Various Rooms	Peer Breakout Sessions 2 (see workshop schedule below)
3:00 - 3:15 PM	Break
3:15 - 4:15 PM	Cohort Meetings 2 - What Did You Learn? Parlor: Directors of Advancement & Development Laurel: Events Sunset 1 & 2: Communications Cliff View: Alumni/Alumnae Mountain View: Frontline Fundraisers/Data
4:15 - 6:00 PM	Free Time - Mohonk Mountain House offers a wide variety of options (including hiking, fitness center, spa). Check the schedule of offerings at (www.mohonk.com/recreation/schedule) for details, as well as winter activities (https://www.mohonk.com/recreation/winter-activities/). -Tea available (4:00 PM in Lake Lounge)
6:00 - 7:30 PM Lake Lounge	Cocktail Reception & Vendors' Exhibits Raffle at 7:00 PM!
7:30 PM West Dining Hall	Buffet Dinner "to go" boxes available from Banquet Staff (if you wish to eat outdoors)
After Dinner	Activities available -Fire tables on porch (outside of Parlor) - Karaoke Night! (East Dining Room)

Tuesday, March 8, 2022

7:00 AM Lake Lounge	Continental Breakfast available ("grab & go" option if you wish to eat outdoors)
7:45 - 8:45 AM West Dining Hall	Buffet Breakfast
8:45 - 9:45 AM Various Rooms	Peer Breakout Sessions 3 (see workshop schedule below)
9:45 - 10:00 AM	Break
10:00 AM-12:00 PM Parlor 	<p>General Session 3: Advancement without Elitism (Panel Discussion with Heads of School) Erica Corbin, moderator (Cathedral School of St. John the Divine), John Botti (The Browning School), Crissy Cáceres (Brooklyn Friends School), Jean-Marc Juhel (Buckley Country Day School), and Nicole Littrean (The Waldorf School of Garden City) livestream via Zoom</p> <p>Advancement professionals are in a unique position in independent schools. We know the attitudes and dispositions of our target audience and use that information to craft campaigns and appeals that raise the necessary funding to support our missions. In a time of turmoil beset by a global pandemic and an increasing awareness of the inequities inherent in the very existence of "private" schools, however, it seems appropriate to ask who is the real donor class now? And what do they want? And how can we best communicate with them?</p> <p>As millennials and Generation Z become a more significant portion of our stakeholders, they have demanded action and brought pressure to bear that has created substantial changes in our schools. At the same time, alumni whose giving is directly impacted by hazy memories of the way "things used to be" reach out to dispute programs or curriculum that we know meets the needs of students today.</p> <p>A panel of distinguished Heads of School will address how relationships between donors and schools will be changed by the pandemic, the ongoing racial reckoning and its impact on schools, and share their thoughts about how schools can increase their philanthropic strength through careful examination of the ways in which our development efforts can include a wider variety of people than ever before.</p>
12:00 PM	Closing Remarks