



So that future generations
will know the goodness of God

WELS Association of Lutheran High Schools conference
Mission Advancement sectionals • Thursday, March 3
Sheraton Hotel, 375 S. Moorland Road, Brookfield, Wis.
Presentations in Milwaukee 1 Room

Livestream link for morning session (9:30-11:45 a.m. CT): vimeo.com/678285753

Livestream link for afternoon session (1:00-3:00 p.m. CT): vimeo.com/678286973

SCHEDULE:

Bible Study on Christian Stewardship (9:30-10:30 a.m. CT)

Financial Stewardship doesn't just pertain to your offering but has everything to do with the way you manage the rest of what God has given you as well. Prof. David Scharf will lead us in a discussion of biblical stewardship.

Cues and Clues: What Prospects Are Telling You and What You Need to Say, Then and There by Pamela Davidson (10:30-11:45 a.m. CT)

Donors will tell you everything you need to know—if you only listen. This session will identify many impediments to giving that prospects are mentioning—such as their asset woes and family situations—and provide you a script for your response, then, in the moment, suggest a gift idea that can address their concerns..

Conference Lunch (12:00-12:45 p.m.)

Simpler Planned Gifts and Donor Benefits by Pamela Davidson (1:00-2:00 p.m. CT)

This session will provide a "Cliff Notes" of the most likely planned gift options that all charities can understand and promote with most of their prospects.

Overview of Planned Gifts (2:00-3:00 p.m. CT)

This session will provide an overview and answer questions about CGAs, CRTs, DAFs, endowments, QCDs, appreciated assets, and Letters of Instruction.

WELS Foundation and Lutheran Legacy Foundation (3:00-3:30 p.m.)

Executive Director Jim Holm will lead a discussion comparing and contrasting these two foundations.

Mission Advancement Roundtable (3:30-4:30 p.m.)

This roundtable will allow participants to discuss issues and opportunities they are facing in their ministry.

Pamela Jones Davidson, J.D., president of Davidson Gift Design in Bloomington, Ind., is a consultant and charitable gift planner who is nationally recognized as a dynamic public speaker. She worked at the Indiana University Foundation from 1984 through 1996, leaving as its executive director of planned giving and its associate counsel. Ms. Davidson was president of the National Committee on Planned Giving (now the National Association of Charitable Gift Planners) in 1999 and served on its board for six years. Her consulting firm specializes in gift planning, planned giving program design and implementation, and training.

