



New Heads' Institute
Hyatt Regency Coconut Point, Bonita Springs
July 25-27, 2019

SCHEDULE

Thursday, July 25

10:30-11:15	Welcome and Introductions	<i>The Cove at Tarpon Bay</i>
11:15-12:00	Demographics and Uniqueness of FCIS Schools , Dr. Barbara Hodges, Executive Director, FCIS	
12:00-12:45	Lunch	<i>The Cove at Tarpon Bay</i>
12:45-1:45	FCIS Accreditation , Dr. Barbara Hodges	
1:45-2:45	School Culture , Dr. Jan Pullen	
2:45-3:00	Break	
3:00-4:15	Independent School Finance (or Why Independent Schools are Bad Business Models) , Palmer Ball, Palmer Ball Consulting LLC	
4:15-5:30	Changing Admissions and Financial Aid Focus from Student Headcount to Net Tuition Revenue , Palmer Ball	
6:30	Dinner	<i>Tanglewood</i>

Friday, July 26

8:00-8:30	Breakfast	<i>The Cove at Tarpon Bay</i>
8:30-8:45	Introductions	
8:45-10:30	Legal Issues/HR , Suzanne Bogdan, Partner, Fisher & Phillips	
10:30-10:45	Break	
10:45-12:15	Governance , Dr. Barbara Hodges & Dr. Jan Pullen	
12:15-1:15	Lunch	<i>Mangroves</i>
1:15-2:45	Enrollment Management , James Milford	
2:45-3:15	FHSAA/Legislative Issues , Dr. Barbara Hodges	
3:15-3:30	Break	
3:30-4:30	Experiences of a New Head , James Milford	
4:30-5:00	What's On Your Mind , Dr. Jan Pullen	
7:00	Dinner	<i>Mangroves Terrace</i>

Saturday, July 27

	Developing a Successful Fundraising Organization	<i>Sanibel</i>
	Speaker: Peter Gallo, Ph.D. Director of Development, The Landon School, Bethesda, MD	
8:30-9:00	Breakfast	
9:00-10:30	Governance, Essential Components of Successful Fundraising, Building a Culture of Philanthropy by Engaging Leadership, Giving and Getting	
10:45-11:00	Break	
11:00-12:00	Major Giving, Capital Campaigns, The Art of the Ask	
12:00-1:00	Lunch	<i>Sanibel</i>
1:00-1:45	Effective Prospect Research	
1:45-3:00	Mind Your Philanthropic Manners Hiring, Attracting and Retaining Development Professionals	
3:00	Farewell	