



New Heads' Institute

Hyatt Regency Coconut Point, Bonita Springs

July 25-27, 2019

SCHEDULE

Thursday, July 25

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| 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

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| 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. Barbara Hodges | |
| 7:00 | Dinner | <i>Mangroves Terrace</i> |

Saturday, July 27

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| | 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 | |