



Conference 2019 - Agenda

Tuesday 17 September

6.00 – 7.30pm	Courtyard Suite, followed by dinner served in the Courtyard Suite at 8pm Facilitator: Richard Davies	Good ideas open discussion 1. Recruiting, running and maintaining an in-house canvassing team - Donna Adams (Head of Fundraising and Lottery, Douglas Macmillan Hospice) 2. Superdraw successes and engaging corporate support through sponsored prizes - Charlotte Schofield (Head of Fundraising and Lottery, Mary Stevens Hospice) 3. Top up donations – Alison Jerram (Lottery Manager St Giles Hospice Lottery) 4. Open Questions
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Wednesday 18 September

09.00	Hall Lobby - Registration Exhibitors area (Montcreiffe) - Refreshments	
Conference Facilitator: Richard Davies		
09.30	Courtyard Suite	Welcome and opening address: David Griffiths, Chairman, Hospice Lotteries Association
09.45	Courtyard Suite	Conference opener TBC
10.15	Courtyard Suite	A fundraiser's view of the Lottery sales message - Stephen Pigeon
11.00	Exhibitors area – Montcreiffe	Refreshments and networking
11.00	Badgworth	Introduction to the HLA: Delegates with 18 months and less lottery experience
11.30	See separate page for rooms	Workshops: See separate page for details
12.40	Montcreiffe, Lounge, and Conservatory Bar	Lunch: Buffet to be served, seating provided in the Conservatory Bar for informal networking or, weather permitting, outside on the terrace
13.55	Courtyard Suite	The Digital Promoter, LOROS approach to social media – Colette Norman and Jamie Sheahan
14.30	See separate page for rooms	Workshops: See separate page for details
15.40	Exhibitors area – Montcreiffe	Refreshments and networking
16.10	Courtyard Suite	Problem Gambling - Paul Buck
16.40	Courtyard Suite	David Griffiths, Chairman - update from the Board
16.50	Courtyard Suite	Hospice Lotteries Association Annual General Meeting

7.30 pm - Pre-Dinner Cocktail Reception in the Lounge

Kindly sponsored by TBC

8pm Gala Dinner – Courtyard Suite

Thursday 19 September

Conference Facilitator: Richard Davies		
9.15	Courtyard Suite	Welcome Back from Lead Sponsor: Brian Todd, Donorflex
09.30	See separate page for rooms	Workshops: See separate page for details
10.40	Courtyard Suite	Well-being in the Workplace - Heather Beach The Healthy Work Company
11.15	Exhibitors area – Montcreiffe	Refreshments and networking
11.45	See separate page for rooms	Workshops: See separate page for details
12.55	Courtyard Suite	Key note speaker - TBC
13.30	Courtyard Suite	Close: David Griffiths, Chairman
13.45	Montcreiffe, Lounge, and Conservatory Bar	Lunch: Buffet to be served, seating provided in the Conservatory Bar for informal networking or, weather permitting, outside on the terrace

Workshops

Workshop	Leader/location
Compliance	Garth Caswell Massingham
Analysing Data Analysing data and how to get quick wins from your findings	Jonathan Cook Badgworth
Exhibitors Time to speak with suppliers of goods and services to our industry – can they help you with that next big idea? Don't forget to collect your stickers to be in with a chance of winning a prize as well!	Montcreiffe
The Power of LinkedIn Covers the essentials and the compelling reasons why LinkedIn is a channel to connect with businesses and higher than average disposable income households. Includes practical tips and hints in these talks so even if short the audience has something they can apply after the talk or event.	Vasco Bobelho at Maverick Silverton or D'eivile TBC



Speakers

Subject	Leader/location
The Digital Promoter, LOROS approach to social media	Colette Norman and Jamie Sheahan
A fundraiser's view of the Lottery sales message	Stephen Pigeon
Problem Gambling	Paul Buck
Well-being in the Workplace	Heather Beach, The Healthy Work Company
TBC	TBC

Tuesday break out session

Subject	Leader/location
Introduction to the HLA: Delegates with 18 months and less lottery experience	HLA Board of Directors Badgworth
Short introduction and discussion aimed at providing a network of support helping delegates to get the most out of the conference.	