

THE RIPPLE EFFECT

small actions with BIG IMPACT

National
Not-For-Profit
Sector Conference
2020

NATIONAL NFP SECTOR CONFERENCE PROGRAMME 2020

Wednesday 26 February 2020 - Day One

8.00 am Mihi Whakatau

8.30 am Networking, coffee & registrations. Exhibition opens.

9.00 am Welcome

9.15 am Opening Keynote: Speaking Up, Acting Decisively and Being Courageous – the challenge facing every NFP leader - *Tim Costello, Ethical Voice Australia*

Tim Costello will outline "the bigger picture" in the increasingly vital role of NFPs to be effective and efficient guardians of human purpose amid a growing disenchantment with the ability of institutions, governments, and business to deliver on people's hopes and expectations. Confronted with multiple 21st Century challenges, including the increased role and impact of technology and fundraising pressures, he encourages the sector not to leave people behind in a rush towards more profitable and competitive business models but rather invest in visionary leadership and in services that help them to better connect with the communities they serve. We need to find ways to share strategies and transform our business models through skilled collaboration. To change is to be challenged. On authentic NFP leadership Tim Costello says "you need the skills of a navigator. Not just the ability to see the rocks and steer the ship away from them. But also the ability to see the stars and know where your true purpose and destination lies." The best leaders are creative, resilient and curious. Building greater trust and confidence in New Zealand's \$20 billion not-for-profit sector requires its leaders to further their mission by focussing on value creation and purpose. And a narrative that will motivate others to give and get involved in their cause. We should not only look at all the challenges but also at the opportunities to care for those in need. We are blessed; that we can make a difference; that generosity and the old fashioned values of humility; of service; of giving; of building community are our truest values.

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10.15 am – Short presentation: Harnessing the power of community - *Colin Bass, Director, Business Lab*

Business Lab is the engagement partner for Marlborough District Council's Smart+Connected programme, an inclusive development programme which won the Premier Award at the Economic Development NZ conference 2019. Colin will draw from this and other case studies to capture your imagination on how to turn your ripples into waves by harnessing the power of your community through engagement.

10.30 am Networking break and morning tea

11.00 am Choose one of the following interactive workshops:

- **Workshop 1.** Tim Costello, Ethical Voice Australia - Effective advocacy in a difficult climate
 - **Workshop 2.** Hazel Jennings, Digital Coach, Dale Jennings Associates - Baby Steps to Big Impact - using real life challenges to build new capabilities.
This leadership workshop looks at the change process and organisational development needed to support increased use of digital and mobile technologies. It won't teach you any new technical skills; but you will discover how operational challenges can be used to build lasting digital capabilities in your team and at the same time improve operational efficiency. Hazel will share an easy, practical method anyone can use to encourage innovation, improve record keeping and reduce paperwork.
 - **Workshop 3.** Collin Bass, Director Business Lab - Harnessing the power of community in action. Following on from Colin's presentation, this workshop presents the opportunity to complete Business Lab's Engagement Canvas in preparation for an engagement project of your choosing. Colin will take you through the 12 stages of engagement design. You will leave the workshop with your draft Engagement Canvas well underway ready to hit the ground running once back in the office.
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12.15 pm - Networking lunch & exhibition

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1.00 pm **Case Study: Doing things differently and better – moving forward in a world of challenge, change and churn**, *David Matthews, Chief Executive, CCS Disability Action*

David will use his own journey of learning and discovery as a manager and leader over 40 plus years in an attempt to predict what could confront our leaders of the future in the Not for Profit sector

1.45 pm **Choose one of the following interactive workshops:**

- **Workshop 1.** Tim Costello, Ethical Voice Australia - Effective advocacy in a difficult climate
 - **Workshop 2.** Christine Whelan, Managing Pay in an Era of Constraint
 - **Workshop 3.** Collin Bass, Business Lab: Harnessing the power of community in act
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3.00 pm - **Networking break and afternoon tea**

3.20 pm - **Keynote: How do we embed an authentic Maori perspective in our services** - *Tipene Pickett, Senior Trainer, Kotuku Training and Consulting – Kiwi Room*

4.05 pm **Keynote: You gotta have faith – Reinstating Christ Church Cathedral** - *Annemarie Mora, Communications and Engagement Manager, Christ Church Cathedral Reinstatement Project*

Notre Dame made it look easy. The international outcry of despair at the Cathedral's damage resulted in immense and immediate financial support.

It's a different story when 8 long years have elapsed. How do you reignite interest and enthusiasm in rebuilding *our* Notre Dame (the earthquake-damaged Christ Church Cathedral), when many people have lost all interest and when fewer than 50% support the decision to rebuild? How do you raise \$50 million dollars, in a city saturated with worthy and competing causes after so much loss, and with a recession looming? How do you reawaken interest when the relevance of the church in modern society is increasingly under pressure? It requires a total rethink of how we normally work; and a generous dollop of faith!

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4.50 pm - Networking drinks and canapes

Connect with other likeminded leaders whilst enjoying a drink and a nibble

6.00 pm - End of Day One.

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Thursday 27 February 2020 - Day Two

8.30 am - Networking, coffee & registrations. Exhibition opens

9.00 am

Keynote: Key steps to dramatically improve outcomes for Maori (and the rest of us) within our communities - *Matthew Tutaki, Executive Director, Member of the National Executive, Chair of Auckland District, Te Kaunihera Māori o Aotearoa – New Zealand Māori Council*

9.45 am Choose one of the following interactive workshops

- **Workshop 1.** Aly McNicoll, Director NZ Coaching and Mentoring Centre/LEAD Centre for Not for Profit Governance & Leadership - The 8 factors that create highly engaged employees and high performing teams. *It's the manager!*
The latest workplace research shows that what matters most when it comes to engagement is a person's experience in their immediate team on a day to day basis. Their experience of work is their experience of team. The good news is that what matters most to people is in your direct control. This workshop will walk you through the 8 elements that exist disproportionately in high performing teams and show you how to create the right conditions to get the best out of the people you lead every day. It will also provide strategies to deal with the 5%ers – the 5% of your work or volunteer force who cause you 95% of your problems. You will walk away with a 5-step tool for difficult conversations that will enable you to step up early and manage difficult behaviours as soon as they become a problem.
 - Engagement – the 8 elements that exist in highly engaged teams
 - What creates or kills positive cultures in teams and organisations
 - Dealing with difficult personalities and toxic behaviours at work
 - Civility, respect and regard – the 3 non negotiables in a not for profit organisation
 - A 5-step tool for performance improvement conversations.

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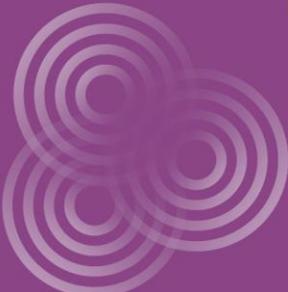
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- **Workshop 2.** Kieran Bird, Unshakeable Self-Confidence: Self-confidence is a critical part of being both successful in business, and happy in our personal lives. Kieran explores the link between individual self-confidence and organizational productivity. How to gain confidence steadily over time as well as 14 tools to use to rapidly improve happiness day-to-day.
- **Workshop 3.** Robin Cabral, Calculating and understanding your key fundraising metrics: It is fundraising planning time for those who have a Fiscal Year starting in July. So, what are the first steps that you should take even before you start your planning? Evaluating and analyzing your key fundraising metrics! It all starts before the before! In this workshop, we will share with you a “how to” calculate your key fundraising metrics to inform your development planning processes. Here is what you will learn by attending:
 - What are some of the key metrics that you need to analyse?
 - What information that you will need to gather in advance of evaluating the data.
 - What are the specific calculations behind each metric?
 - What is industry best practices in terms of cost standards?
 - How to determine if each metric meets industry cost standards.
 - And, learn some of the exceptions to the rule when evaluating metrics for effectiveness.Incorporate these simple steps tips into your development planning process before you begin planning and watch your revenue rise through having a stronger and more effective development plan and calendar in place.

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12.45 pm - Networking lunch & exhibition

1.30 pm Case study: System Collaboration - Hapori Whānui - the challenge of doing it together,
Mark Simiona, CEO, CAST Consulting.

Mark Simiona is the CEO and founder of Cast Consulting, a startup in the critical thinking space, looking at working across the many sectors around health and wellbeing for all, through working in the spaces where people live, learn, work, play and pray in an effort to improve access and choice. Mark believes that CAST consulting has the potential to facilitate the collaborative transformative change required to improve outcomes. Mark has led ground up community led and driven initiatives, and he is passionate about tackling inequality and established CAST Consulting to focus on developing scalable innovative collaborative solutions by helping others to look at what they can do differently, to get a better result. He feels strongly about good governance in solving complex problems, and sits on a number of governance boards that involve commercial, not-for-profit, central and local government organisations.

Mark will present the casestudy on System Collaboration - Hapori Whānui - the challenge of doing it together.

2.15 pm Keynote: Doing it Differently - Creating a Better Later Life, *Geoff Pearman, Managing Director Partners in Change.*

Increasing life expectancy is changing everything about life and work. We are generally living longer and healthier lives than we did fifty years ago. People are doing this new stage in their lives quite differently from previous generations. The old road maps are no longer getting people where they want to be or if followed, may unnecessarily limit the options. After all, at 60 you maybe only two thirds of the way through life.

This key note presentation will explore the changes that are taking place, the implications for individuals and employers, as well as the opportunities for people who are ready to take charge and create for themselves a future that is purposeful and fulfilling.

3.00 pm Closing remarks and karakia

3.15 pm End of Conference