

# AUDIO RECORDINGS

## 2007 National Catholic Development Conference

### 39<sup>TH</sup> Annual Conference & Exposition

**September 12 – 15, 2007 • Arizona Biltmore Resort & Spa • Phoenix, AZ**

- \_\_\_ CD 1: Pre-Conference Workshops: Fundamentals Workshop - Sr. Madeline Franze, SSJ, CFRE, Sr. Mary McFadden, SSJ, CFRE (3cds - \$15.00)
- \_\_\_ CD 2: Pre-Conference Workshops: Making a Way in the Wilderness: Leadership for Challenging Times - Sr. Nancy Schreck, OSF (3cds - \$15.00)
- \_\_\_ CD 3: General Session: Sustaining America's Tradition of Citizen Generosity: The Greater Good in the 21st Century - Claire Gaudiani
- \_\_\_ CD 4: **General Session:** Sr. Georgette Lehmuth, OSF
- \_\_\_ CD 5: **Leadership Development:** Leading from Below - Joel Zimmerman
- \_\_\_ CD 6: Data Mining For Major Gifts (Part 1 of 2) - Susan Boyette
- \_\_\_ CD 7: Data Mining For Major Gifts (Part 2 of 2) - Susan Boyette
- \_\_\_ CD 8: The Future of Direct Marketing: Integrating Multiple Marketing Channels into your Fundraising Program - Dawn Brelsford, Nick Stavarz
- \_\_\_ CD 9: Direct Mail 101 - Sr. Peggy Scarano, OP
- \_\_\_ CD 10: Point- Counterpoint: What Finance & Direct Mail Want You to Know About Planned Giving - J.B. Mantz, Cheryl Murphy, Dan Pritchard
- \_\_\_ CD 11: A Multi-channel World for a Younger Donor and a Channel for Every Age (Part 1 of 2) - Vinay Bhagat, Mark Connors, Dominic Manfredi
- \_\_\_ CD 12: A Multi-channel World for a Younger Donor and a Channel for Every Age (Part 2 of 2) - Vinay Bhagat, Mark Connors, Dominic Manfredi
- \_\_\_ CD 13: Learning From How People Give - Melissa Brown
- \_\_\_ CD 14: Leading for Accountability (Part 1 of 2) - Kevin Kearns
- \_\_\_ CD 15: Leading for Accountability (Part 2 of 2) - Kevin Kearns
- \_\_\_ CD 16: Acquisition: Finding the Balance - Angelo Licursi
- \_\_\_ CD 17: Ten Things I'd Wished I'd Known When I Started This Job - Paulette Karas, CFRE, Br. Hugh Turley, FMS, CFRE
- \_\_\_ CD 18: Mining the File: How to Market Planned Gifts - Barlow Mann
- \_\_\_ CD 19: Open the Door to Major Gifts: Build Donor Relationships - Sandra Ehrlich
- \_\_\_ CD 20: Creative Development and Strategy - Lester Zaiantz
- \_\_\_ CD 21: Learn the KISS (Keep it simple, silly) Method of Writing Direct Mail - Marilyn Martin-Cull
- \_\_\_ CD 22: How to Really Manage a Bequest Program - Dan Woehrer
- \_\_\_ CD 23: The Impact of Globalization on US Catholic Fundraising - Nadine DeVries, Neoma Rossow
- \_\_\_ CD 24: Learning From How People Give - Melissa Brown
- \_\_\_ CD 25: There Ought to Be a Law: Best Fundraising Practices We Probably Do Not Practice - Lawrence Henze
- \_\_\_ CD 26: It's Time to Make the Ask - Eddie Bauer
- \_\_\_ CD 27: What I Need to Know about Postal Issues - Anthony Conway
- \_\_\_ CD 28: Creating A Complete Communications Mix - Fr. Fred Briers, CR, Michelle Coe, Hallie Wall
- \_\_\_ CD 29: The Risks & Rewards of Planned Giving: 12 Magic Ideas in 60 Minutes - Marjorie Martin, Ed Savage, Fr. Emil Tomaskovic, S.A.
- \_\_\_ CD 30: The Future of Hispanic Catholic Fundraising in the United States - Joseph Alaniz, Lucy Razuri, Esperanza Sanchez
- \_\_\_ CD 31: Endowments and Legacy Clubs: The Whats, Whys and Hows - Carl Meirose
- \_\_\_ CD 32: There Ought to Be a Law: Best Fundraising Practices We Probably Do Not Practice - Lawrence Henze
- \_\_\_ CD 33: Major Gifts 101 - George Ruotolo, Jr., CFRE
- \_\_\_ CD 34: Testing: Soar Above the Rest - Ray Morrissey, Kathleen Jackson, Karen Kansala, Carlene Rauh
- \_\_\_ CD 35: Unique Ways to Recognize Your Donors - Eleanor Jordan, Mary Lambert, Mary Zacharias
- \_\_\_ CD 36: Planned Giving for the One Person Office - Steve Settle
- \_\_\_ CD 37: Creating Philanthropic Values in the Next Generation - Donna Adair
- \_\_\_ CD 38: You Have Built Your Web Site, Now Let's Build a Relationship! - Dan Boehning
- \_\_\_ CD 39: General Session: Out of their Own Resources - Providing for your Mission - Rev. Richard Rohr, OFM

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