



## *Planned Giving Opportunities & Strategies Today*

**Speaker: Andre R. Donikan, J.D.**

**President and Editor-in-Chief - Pentera, Inc.**

**--Friday – September 18, 2009--**

**The Century House – 997 New Loudon Road, Latham**

### **PROGRAM**

7:30 am	Registration and Breakfast
8:15am-8:30am	Annual Meeting and Officer Election
8:30am-10:00am	Program Session

### **PROGRAM DESCRIPTION**

**Planned Giving Opportunities & Strategies Today** offers development officers, CEO's, CFO's, timely concepts and ideas to facilitate donor's needs and gifts in a challenging economic environment. In a workshop setting, **nationally prominent speaker, Andre Donikian, JD**, will help you to understand how donors are becoming more discerning with charitable gifts, and what must evolve to be in line with donor's needs and objectives. In changing times, donor relationship building skills coupled with current strategies and technical information will enable you and your organization leadership renewed ability for gift acquisitions. All will appreciate Mr. Donikian's ideas, concepts, and strategies.

### **ABOUT THE PRESENTER**



André R. Donikian, attorney and a member of the New York Bar, is a noted planned and major gifts expert with over 35 years of service in the field. As founder, president, and editor-in-chief of Pentera Inc., a full-service planned-giving marketing firm based in Indianapolis, he has advised thousands of nonprofit organizations—including many of the nation's top nonprofits—on all aspects of connecting organizations and donors.

Mr. Donikian has published and lectured extensively on philanthropic tax planning and has developed continuing education programs for state bar associations and accountancy boards. He has gained a reputation as a sought-after speaker who helps nonprofits further their missions and provides individual donors with vital information that might affect their ability to achieve their philanthropic goals.

Mr. Donikian has served on the board of NCPG and the Board of Advisors of Union College and is a founder and former board member of the Planned Giving Group of Indiana. He is the recipient of numerous awards, including The Spirit of Philanthropy Award from The Center on Philanthropy at Indiana University in 2006.

**To register and obtain additional program details please go to: [www.gpgnny.org](http://www.gpgnny.org)**