



“Realistic Expectations for Planned Giving Success” Virtual Seminar

Speaker: Robert F. Sharpe, Jr.
President, The Sharpe Group

Wednesday – May 21, 2008
Siena College – Loudonville
Room L26 – Patricia Standish Library

PROGRAM

12:30pm

Registration and Brown Bag Lunch (Beverages to be provided)

1:00-2:30pm

Program

Program Description

What should senior management know before embarking on a new planned giving program or investing additional resources in current efforts? What are realistic expectations for success and how do you set them? What are the factors that make a difference? Does one size fit all? Learn why the artful integration of development, finance, and program elements of your organization are ultimately critical to overall success.

Meet the Presenter

Robert F. Sharpe, Jr., is president of The Sharpe Group, which has offices in Memphis and the Washington, DC area. He consults with a number of health, education, social service and religious organizations and institutions on implementing their charitable gift planning efforts. Sharpe is a frequent speaker and has served as a board member of a number of arts, educational and civic organizations. He is a graduate of Cornell Law School. He is a member of the National Capital Gift Planning Council.

To register and obtain additional program details please go to www.gpgnny.org

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