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Australia Chapter

# 2023 Annual Conference

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University of Melbourne

# PROGRAM



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## SESSIONS

### **How the Most Productive Philanthropic Partnerships Begin With the Closest Collaborations Between Researchers and Fundraisers**

Jim Langley, President, Langley Innovations

### **Making Fundraising Smarter & Faster – is AI the answer?**

Paula Gething, Senior Manager, Fundraising and Philanthropy,  
Anglicare Victoria

### **Navigating Due Diligence: Best Practices**

Tom Hill, Head of Enhanced Due Diligence and  
Velentina Guerrini, Senior Head of Philanthropy EMEA & APAC, Altrata

### **How to Mobilise Your Board Through Prospect Research**

Melissa Smith, Founder & CEO, Noble Ambition

### **Prospecting Perspectives: Insights, Tips and Strategies for Success, a Panel Discussion facilitated by Victoria Coyne, Manager, Prospect Development, University of Sydney, with panel members:**

Molly Masiello, Director, FR&C  
Sally Ruljancich, Senior Prospect Researcher, University of Melbourne  
Trudy Doe, Senior Prospect Researcher, The Salvation Army  
Stephanie Kenéz, Researcher, Philanthropy, Arts Centre Melbourne

### **Transformational Philanthropy: A Case Study on the Cumming Global Centre for Pandemic Therapeutics**

Allison Howell Quinton, Senior Director of Advancement Faculty of  
Medicine, Dentistry and Health Sciences and  
Alex Cook, Senior Prospect Researcher, University of Melbourne



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## PRESENTERS



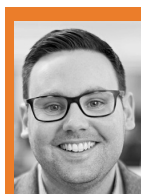
### **Jim Langley, President, Langley Innovations**

James M. Langley has pioneered a number of practices that have been emulated by hundreds of non-profits and institutions of higher learning. The knowledge he acquired from conceiving and conducting three path-breaking campaigns at three major institutions and the insight he gleaned from decades of research on donor behaviour has been shared in five books, dozens of articles, hundreds of blog posts, and scores of seminars, workshops and speeches. His expertise and insight, particularly on how institutions can adapt best to changing and unchanging philanthropic realities, is highly sought after by institutions across the globe. His most recent book, *The Future of Fundraising: Adapting to New Philanthropic Realities*, was published by Academic Impressions.



### **Paula Gething, Senior Manager, Fundraising and Philanthropy, Anglicare Victoria**

Paula Gething is a senior leader in the fundraising, philanthropy and non-profit communications sectors, with a special passion for raising funds for vulnerable Victorians. Her experience at large Victorian-based welfare and community charities has seen her raise funds which prevent harm, protect victims, and empower people to succeed in life, always focusing on the donor at the centre of the work we do.



### **Tom Hill, Head of Enhanced Due Diligence, Altrata**

Tom Hill is a due diligence professional with almost fifteen years' experience. He is the Head of Enhanced Due Diligence at Altrata, serving clients operating across both regulated and unregulated environments. He has worked extensively with non-profits and Higher Education institutions and has a consultative approach to respective requirements, particularly around the Risk Based Approach concerning the appropriateness of due diligence that's proportionate to the perceived risk. Tom is a strong proponent of due diligence being relevant, accurate, and consistent. He's always keen to adapt Altrata's diligence offerings in line with changing expectations, as has been seen with the rise in prominence of ESG in addition to the identification of more traditional risk factors. Tom is a Certified Anti-Money Laundering Specialist via the Association of Certified Anti-Money Laundering Specialists.



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## **Valentina Guerrini, Senior Head of Philanthropy EMEA & APAC, Altrata**

Valentina Guerrini is a seasoned philanthropy expert with a decade-long tenure as the Head for Philanthropy for EMEA & APAC at Altrata. She has collaborated with over 500 philanthropic organizations, focusing on research for strategic philanthropy among major donors and developing network mapping strategies. Valentina's approach centres on the strategic targeting of individuals with financial means, a deep passion for specific causes, and extensive network connections to propel philanthropic growth and maximise development efforts. Her commitment lies in pioneering streamlined and efficient methods for managing critical information in today's ever-evolving global philanthropic landscape. Valentina has extended her expertise globally, presenting at numerous conferences, including RIF, CASE, AFF, Swiss Fundraising Day, IFAB, and the World Art Foundation Conference.



## **Melissa Smith, Founder & CEO, Noble Ambition**

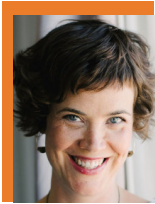
Melissa Smith has built fundraising and philanthropy programs from concept to delivery at major cultural institutions and in the university sector in Australia, raising millions from philanthropists globally. She has received multiple awards including Australian Fundraiser Of The Year (FIA) and Global Fundraiser Of The Year (IFC). This 20-year journey in fundraising expertise has crystallised Melissa's thinking that unless leadership, board and executive teams share a common understanding and are engaged in strategic fundraising, the potential of an organisation's philanthropic capabilities cannot be fully realised. Melissa established Noble Ambition in 2016 and has focused exclusively on working at Board and executive level to build the capability and confidence of Australia's for-purpose sector leadership, to drive multi-million-dollar fundraising campaigns and achieve lasting social impact. Melissa has a BA Hons (First Class, USyd), Masters of Management (UTS) and is a Churchill Fellow.



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## **Allison Howell Quinton, Senior Director of Advancement Faculty of Medicine, Dentistry and Health Sciences, The University of Melbourne**

Allison Howell Quinton is a seasoned fundraising executive with over 20 years' experience in Canada, the US, Asia and Australia. With a passion for health and human services, she currently serves the University of Melbourne as a member of the Senior Advancement Leadership team and as Senior Director, Advancement for the Faculty of Medicine, Dentistry and Health Sciences. She's fortunate to work with some of the world's most talented leaders and most generous people, translating ideas into philanthropic impact. She lives in Melbourne's inner north with her partner, two kids and beloved Aussie poodle.



## **Alex Cook, Senior Prospect Researcher, The University of Melbourne**

Alex Cook has been working in prospect research for almost five years at The University of Melbourne. Prior to this, he held an operations role within The University of Melbourne Advancement team, where he cut his teeth on various Advancement processes and systems. Before this, he worked in the tourism industry as an Operations Manager for a bespoke tour group company that would take high school groups on trips to countries around the world. Despite living in Melbourne for over six years, he still doesn't understand the rules of AFL, but he never shies away from shouting "BALL!"



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*The Apra Australia Board would like to thank all of our presenters and the University of Melbourne Staff who have made today possible. Thank you also to the:*

## **CONFERENCE ORGANISING COMMITTEE**

Mark Mahony  
Steven Bärwald  
Alex Cook  
Natalie Rugiano

## **APRA AUSTRALIA BOARD**

<b>President:</b>	Steven Bärwald
<b>Vice President:</b>	Stephanie Kenéz
<b>Outgoing Secretary:</b>	Victoria Coyne
<b>Incoming Secretary:</b>	Shaun Hayward
<b>Treasurer:</b>	Julian Kuzma
<b>Ordinary Board Members:</b>	Mark Mahony Natalie Rugiano

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