
SCSBC

Business & Development WORKSHOPS

for Christian Schools

SCSBC Pro D Day Training Business & Development

Friday, November 2, 2018

Surrey Christian School, Cloverdale Campus
5950 179 Street, Surrey, BC V3S 4J9

9:30am – 2:00pm

Dear Superintendents, Principals, Development and Business Office Staff,

The SCSBC would like to extend an invitation to attend a day of professional development and discussion round tables on Friday, November 2 – one day before the SCSBC Leadership Conference.

The purpose of this day will be to spend time together exploring concepts and issues uniquely associated with your role in a Christian school setting. We are excited to have our two presenters join us for the day, Leigh Schumann and Lori Bender. We are looking forward to an interactive and informative day of professional development.

We hope that you will be able to attend.

Cathy Kits,
Director of Development

Tracey Yan,
Director of Finance



[REGISTER HERE](#)

WHO SHOULD ATTEND

business staff • development staff • board members • principals • superintendents

SCHEDULE

9:30 • 10:00	Coffee & Snacks
10:00 • 11:45	Business Presentation • <i>Lori Bender</i> Development Presentation • <i>Leigh Schumann</i>
11:45 • 12:30	Lunch <i>catered/included in registration</i>
12:30 • 2:00	Development Round Table • Business Presentation continued

Business Pro D training

Lori Bender

What to do when...WE'RE NOT ON THE SAME PAGE!

A Workshop Towards Healthy Conflict Engagement

"I can't talk to him." "She gets so upset."
"How do I get my point across?"
Why people "don't listen", how to get yourself heard, and why all behaviour makes sense.

This workshop will be very useful for finance and administrative staff who regularly deal with parents, students, staff, vendors, boards and finance committees in situations where not everyone sees eye to eye.

This workshop will cover these topics, and more:

- Passive. Assertive. Aggressive. What is your style? When Is It Useful?
- Neutralizing Language and Ending the Blame Game.
- Active Listening Earns You an Audience.
- The Problem with "...buts".
- Be Descriptive, not Interpretive.

Learn how to separate the problem from the person, protect your own needs without ignoring the needs of others, and work together to find solutions.

Instruction will be interspersed with practice-based learning.

Lori is an alumnus of Vancouver Christian School and the parent of two VCS/Carver Christian High School grads. She attended the International Institute for Restorative Practices and the Justice Institute of BC. She is a member of Nelson Avenue Community Church, lives in New Westminster, BC with her husband and two young adult children.

In addition to her role as a parent in mediating siblings, Lori has also had opportunity to work with people in a variety of situations requiring a trained, neutral perspective. Coaching people to engage well in tricky situations, facilitating groups towards a common goal, mediating two parties towards deeper understanding and collaborative decision making, and providing workshops to equip attendees with skills for life are all part of the work she loves.



Development Pro D Training

Leigh Schumann, MBA

Why they Love us and Leave Us: Unravelling the Mystery of Donor Retention

Did you know that your efforts to acquire new donors is ten times more difficult than simply retaining the donors you already have? It is true.

In this presentation, Leigh Schumann (*Fawkes + Holly*) will offer research and experience on how to retain the donors you've worked so hard to acquire. Whether you're basking in the post-capital-campaign glow or working to build a fundraising program that's in its infancy, you will leave this session feeling encouraged, educated, and armed with practical tools that will make a significant impact in your school's fundraising program.

Leigh is a creative communicator with a decade of experience sharing the heart of non-profit organizations across cultures and continents. From Swaziland to Ethiopia, Mozambique to Vancouver, her asset is the ability to powerfully connect donors

and sponsors to the impact they are making in the world. With a diverse skill set and unique global experience, Leigh is passionate about equipping small charities with the tools and strategies they need to extend their reach and increase their revenue.

Leigh has an MBA from Simon Fraser University and has been named to BC Business' Top 30 Under 30 list as well as nominated for the YWCA's Women of Distinction Awards. She currently sits on the Board of Directors and the Finance Committee for the International Justice Mission.

Principal at Fawkes + Holly
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