

**JULY 23rd, 2019**

**EASTERN FLORIDA STATE  
COLLEGE STUDENT UNION  
Melbourne Campus**

# MEET THE MONEY

**(Learn the Secrets to Getting Fully Funded)**

*A Signature Event of the Melbourne Regional Chamber that promotes vital connections between Nonprofits, Funders and the Business Community to build critical alliances for stronger communities.*

**PRESENTED BY  
THE CHAMBER'S  
Non-Profit Council**

 MELBOURNE regional  
CHAMBER

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# BREAKOUT SESSIONS

## 01 TURNING YOUR STORY INTO A MONEY MACHINE

Presenter: **Jennifer Samuel-Chance**, Ted Talk Coach, Strategic Storytelling Expert - Stories Tell and Stories Sell. Learn how to turn your elevator pitch into a branding statement with impact. *(Suitable for all levels of experience.)*

## 02 RAISE YOUR CREDIBILITY & RAISE YOUR INCOME

Presenters: **Erica Lemp & Kathleen Register**, weVenture. Will focus on why outcomes are so important, especially those providing economic impact and successful collaborations. *(Recommended for mid to established organizations.)*

## 03 RAINING MONEY - BUILD SUSTAINABILITY

Presenter: **Ryan Rogers**, Brevard Achievement Center. Why multiple, diverse funding streams are essential for sustainability. *(Suitable for all levels of experience.)*

## 04 ECONOMIC IMPACT PAYS BIG BUCKS

Presenter: **Debbie Goode**, Partner, Carr Riggs & Ingram, United Way Chair, Past Board Chair - EDC. Why economic impact is so important. *(Recommended for mid to established organizations.)*

# 4

EDUCATIONAL SESSIONS

**FROM  
1:15-2:00PM**

**BRING A COLLEAGUE TO  
COVER ALL 4 SESSIONS!**



TICKETS:

**\$25**

Melbourne Regional Chamber Members  
(When registered before July 7th - \$35 after July 7)

**\$35**

Non-Chamber Members

**\$15**

Additional Attendee  
(from the same organization)

MUST PRE-REGISTER AT:

[www.MelbourneRegionalChamber.com](http://www.MelbourneRegionalChamber.com)  
under the EVENTS tab

# FUNDRAISING PANEL

# 6

EXPERT PANELISTS

**FROM  
2:45-4:30PM**

Learn from a panel of highly successful industry leaders representing: Foundations, Fundraisers and Donors who will answer questions on Individual Giving, Grants, Events and Sponsorships, Corporate Giving and Collaboration for Sustained Funding.

**5:00-7:00PM  
BUSINESS AFTER HOURS  
AT THE STUDENT UNION**

All attendees are encouraged to stay for **Business After Hours**. Mix and mingle with other businesses while enjoying complimentary hors d'oeuvres & beverages in a relaxed social setting.



**Chris Kern**  
Health First Foundation



**Karen Jacobs**  
Bank of America  
BOA Foundation



**Arline Warwick**  
CEO & Founder  
of Find Corporate  
Sponsors



**Dorothy Allen**  
Community  
Philanthropy



**Bart Gaetjens**  
External Affairs Manager  
Florida Power & Light



**Theresa Grimison**  
Community  
Foundation for Brevard