

2018 Monthly Webinar Topics

PG Calc Webinars bring the skill and experience of the industry's top practitioners to your office! PG Calc consultants and carefully selected guest presenters deliver the most up-to-date knowledge and insights on important gift planning topics. Each Webinar includes 60 minutes of formal presentation and 30 minutes of Q & A with the presenter, a paper, and a PDF of the slides. For more information and to register, visit: <http://www.pgcalc.com/education/webinars>

Presentation Title	Presenter	Date
Dear Donor, Please Forgive Me: Avoiding Gift Annuity Mistakes	Michael Valoris	1-25-2018
Donor Restrictions – What Will They Think of Next?	Erik Dryburgh, Principal, Adler & Colvin	2-22-2018
Working with Younger Donors	Jeff Lydenberg	3-29-2018
Extend Your Reach: Make Major Gift Officers Active Partners in Gift Planning	Craig Smith, Senior Consultant, John Brown Limited, Inc.	4-19-2018
Making Sense of State Gift Annuity Regulations	Edie Matulka	5-24-2018
Taxation Basics for Gift Planners	Bill Laskin	6-28-2018
Regaining Momentum in Your Planned Giving Program	Michael Valoris	7-26-2018
What to Use and When: CGAs vs. CRATs and CRUTs	Jeff Lydenberg	8-30-2018
What Your Gift Administrator Can Do For You	Gary Pforzheimer	9-27-2018
Top 10 Planned Gift Marketing Strategies from Scientific Research	Russell James, Professor - Department of Personal Financial Planning, Texas Tech University	10-25-2018
Building and Maintaining the Testamentary Gifts Pipeline	Laura Hansen Dean, Senior Director - Gift Design and Documentation, University of Texas at Austin	11-15-2018
How to Inspire Your Donors Through Marketing	Andrew Palmer	12-20-2018
Fundamentals of Planned Giving	Craig Wruck, Vice President for University Advancement, Humboldt State University	7-10-2018 7-17-2018 7-24-2018 7-31-2018