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**November 1, 2019**

**BGSU at Levis Commons**

**9:00 am – 2:30 pm**

Directors of Volunteers of Agencies (DOVIA) of Northwest Ohio is excited to welcome you for a day of learning at our Annual Conference.

The mission of DOVIA is to provide professional development, networking opportunities, and to promote volunteer engagement.

Check out our website [www.dovianwo.org](http://www.dovianwo.org) for future events.

**Schedule At-A-Glance**

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| Time | Activity | Location |
| 8:30 – 9:00 am | **Check-in** | Entrance |
| 9:00 – 9:45 am | **Keynote Address** – Eric Williams, StoryBrand Certified Guide and Gallup Certified StrengthsCoach | Room 102/103 |
| 10:00 – 11:00 am | **Breakout Session 1*** Legal Considerations for Volunteer Management, Jeni Belt and Mechelle Zarou
* Grant Writing 101, Dr. Neil Baird, Emma Guthrie, and Travis Hein
 | Room 102/103Room 118 |
| 11:15 – 12:15 am | **Breakout Session 2*** Legal Considerations for Volunteer Management, Jeni Belt and Mechelle Zarou
* Grant Writing 101, Dr. Neil Baird, Emma Guthrie, and Travis Hein
 | Room 102/103Room 118 |
| 12:15 – 1:00 pm | **LUNCH** | Room 102/103 |
| 1:00 – 2:00 pm | **Breakout Session 3*** Volunteers and Advocacy, Lucas Camuso-Stall
* Beyond Thank You, Trish Hausknecht
 | Room 102/103Room 118 |
| 2:00 – 2:30 pm | **Closing Session** | Room 102/103 |

**Keynote Presentation**

**Eric Williams**

StoryBrand Certified Guide

Gallup Certified StrengthsCoach

212 Consulting

212consultingservices.com.

When it comes to talking about their work, many people are so close to their organization they don't know where to start. What if there were a simple and repeatable framework to help organizations understand what customers, volunteers, and donors are looking for so they can tell their story in such a way people listen? The human brain is drawn to CLARITY and away from confusion. If your key stakeholders are confused about what you offer or how you make an impact, they'll look past you for somebody who can say it clearly.

The StoryBrand Marketing Framework will teach you how to clarify your message and communicate in a way that once you clarify your message, your marketing starts working for you, your team members are converted into a sales force and your key constituents speak a viral message that spreads.

In this session participants will learn how to:

CREATE A BUZZ - Create clear and compelling messages that spread like wildfire.

LEARN A LANGUAGE THAT SELLS - You don’t have to come off as a pushy or desperate to engage volunteers and donors. The StoryBrand Framework is revolutionary because it teaches you to stop playing the hero in the story, and instead, invite customers INTO a story.

BECOME A MARKETING MASTER - Stop wasting time and energy on ineffective marketing. You’ll have a proven filter to clarify all of your marketing material.

**NOTES - KEYNOTE**

**Breakout Session 1 – 10:00 – 11:00 am**

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| Room 102/103 | **Legal Considerations for Volunteer Management**Jeni Belt, Partner, Shumaker, Loop, & Kendrick, jbelt@shumaker.com Mechelle Zarou, Partner, Shumaker, Loop, & Kendrick, mzarou@shumaker.comThe nonprofit legal and liability landscape is ever shifting. In this session, presenters will share updates about what you need to know as a volunteer manager. They will also share examples and answer your questions about liability and legal responsibilities of your role and organization. |
| Room 118 | **Grant Writing 101**Neil Baird, Associate Professor of English, BGSU, neilb@bgsu.edu Emma Guthrie, Doctoral Student of English, BGSU, guthrie@bgsu.edu Travis Hein, Doctoral Student of English, BGSU, ghein@bgsu.eduIn this breakout session, participants will learn the following: What is a grant? Is your organization ready to apply for a grant? What do you do when drafting a budget and proposal? What happens if you are accepted or rejected? |

**NOTES – SESSION 1**

**Breakout Session 2 – 11:15 – 12:15 pm**

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| Room 102/103 | **Legal Considerations for Volunteer Management**Jeni Belt, Partner, Shumaker, Loop, & Kendrick, jbelt@shumaker.com Mechelle Zarou, Partner, Shumaker, Loop, & Kendrick, mzarou@shumaker.comThe nonprofit legal and liability landscape is ever shifting. In this session, presenters will share updates about what you need to know as a volunteer manager. They will also share examples and answer your questions about liability and legal responsibilities of your role and organization. |
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**NOTES – SESSION 2**

**Breakout Session 3 – 1:00 – 2:00 pm**

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| Room 102/103 | **Beyond Thank You!**Trish Hausknecht, Volunteer Program Manager, Metroparks ToledoCertified Volunteer Administrator, patricia.hausknecht@metroparkstoledo.comRecognition is an integral part of any volunteer program. Learn the key components for successful recognition and explore how one agency shows appreciation for their volunteers - from invitations to exclusive events to low or no cost acts of appreciation. Recognize your volunteers for their accomplishments in unique and fun ways. Bring an idea to share! And thank you, thank you very much! |
| Room 118 | **Advocacy and Volunteers**Lucas Camuso-Stall, Manager of Public Affairs & Advocacy, United Way of Greater Toledo, lucas.stall@unitedwaytoledo.org Join us for a session on nonprofits and their role in creating, influencing and participating in powerful policy work. As we know, government agencies are often the largest health and human service providers in our community. When philanthropic organizations can build strong partnerships with legislative bodies, we can create real, long-lasting change. During this session, you will gain a better understanding of how to appropriately participate in advocacy work as a 501(c)(3), best-practices for elected official outreach, and increasing volunteer engagement through public policy action. |

**NOTES – SESSION 3**

**Closing Session – 2:00 – 2:30 pm**

**Room 102/103**

* + **Save the Dates for the 2010 DOVIA Workshops**
		- February 6, 2020, 12:00 – 1:30 pm
		- April 9, 2020, 12:00 – 1:30 pm
		- June 24, 2020, 4:00 – 5:00 pm (Networking Social)
		- August 6, 2020, 12:00 – 1:30 pm
		- October 8, 2020, 12:00 – 1:30 pm
	+ **Topics of Interest for 2020**
		- Brainstorming activity
	+ **Take the ServeOhio State Service Plan Survey**
		- <https://survey.zohopublic.com/zs/YVCNVt>