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## Presentations by John & Morag

Educational Philanthropy Series: - How to attract Major Gifts. Independent Schools Queensland (ISQ) October 2007  
John and Morag Hocknull

Networking Tips. August 2007. Morag Hocknull

Educational Philanthropy Series: - Importance of Annual Giving fundraising. Independent Schools Queensland (ISQ) July 2007  
John and Morag Hocknull

Good Warp and Weft. The strong fabric of Educational Philanthropy Association of Development and Alumni Professionals in Education (ADAPE) conference New Zealand September 2006  
John and Morag Hocknull

"Beyond the Sausage Sizzle....." Fundraising Development that will grow your School ADAPE PD February 2006  
John and Morag Hocknull

Educational Philanthropy Series: - Establishing or rejuvenating a Foundation Association of Independent Schools Queensland (AISQ) November 2005  
Morag and John Hocknull

Educational Philanthropy Series: - A Development Office AISQ August 2005  
Morag and John Hocknull

Educational Philanthropy Series: - Prospect Research AISQ June 2005  
Morag and John Hocknull

Educational Philanthropy Series: - Income Generation AISQ May 2005  
Morag and John Hocknull

Being on a Board: - What does it involve. Australian Institute of Management (AIM) Women on Boards September 2004  
Morag Hocknull

Prospect Research. Building Relationships for successful fundraising and how Mates® database can support this. ADAPE PD Toowoomba August 2004  
Morag and John Hocknull

Marketing & Fundraising for the 21st Century AISQ May 2004 Morag and John Hocknull

Your Questions Answered Workshop ADAPE PD March 2004 John Hocknull Facilitator

Training for Foundation Board Members Somerville House 2000-2007 Morag Hocknull

Defining Sponsorship Parents & Friends Assoc Feb 2003 Morag Hocknull

Importance of Fundraising in a School Somerville House May 2003 Morag Hocknull

Presentation to New Zealand ADAPE Mini Conference on outcomes from CASE/NAIS conference April 2003 John and Morag Hocknull

Defining the Prime Focus. What are the different roles of a Development Office? ADAPE PD March 2003 Morag Hocknull

CASE/NAIS Conference New Orleans. Seniors Round Table forum January 2003 John and Morag Hocknull

Bequests ADAPE PD November 2002 Morag Hocknull

The Ultimate Development Office. ADAPE Conference Melbourne September 2002 John and Morag Hocknull

Creating & Operating a Development / Community Relations Office. Christian Schools Assoc Gold Coast Conference July 2002 John and Morag Hocknull

What is Marketing? Gold Coast Heads of Schools 2002 John Hocknull

Relationship Marketing Queensland University of Technology (QUT) 2002 Morag Hocknull

Notions of Governance QUT 2002 Morag Hocknull

Development Office Roles & Responsibilities ADAPE PD March 2002 John Hocknull

Structure of a Foundation & the Role of a Development Office ADAPE PD March 2001 Morag Hocknull

Capital Appeals through a Foundation ADAPE Conference Sydney May 2000 Morag Hocknull

&ldquo;Planting and nurturing the seed for the future&rdquo;. The role and importance of a Development Office & Foundation. AISQ October 2000 Joint Presentation Morag Hocknull Director, Dr Murray Evans Principal, Helen Moye President Dr Linda Griffith ADAPE

Importance of Volunteers. ADAPE Special Interest Group 1999

Recognition of Donors. Relationship Building &ndash; ADAPE PD March 1998 Morag Hocknull

Links with CEO and Boards Communications ADAPE Conference September 1996 John Hocknull