

## **BREAKFAST EDUCATION SESSION**

*Thursday, January 19, 2012*

*8:00 to 8:30 a.m.*

*Registration & Breakfast*

*8:30 to 9:30 a.m.*

*Education Session*

### **Malcolm D. Burrows**

Head, Philanthropic Advisory Services  
Scotia Private Client Group

### **TALKING GIFT PLANNING: TEN TIPS FOR BETTER DONOR CONVERSATIONS**

The gift planning discussion is often a broad ranging mix of technical, philanthropic and personal topics. While there is no clear script – and digressions are expected – there are certain techniques that are helpful to understand the donor and complete the gift. Malcolm will share the key elements of a philanthropic discussion, liberally spiced with stories and highly subjective observations.

**Room # 1-148, Ted Rogers School of Management, 55 Dundas Street West  
(2<sup>nd</sup> Floor from street level, south side of Dundas St., east of Bay St.)**

**Tickets: CAGP members, \$35; non-members, \$45**

**Please register by January 17 at  
[info@cagptoronto.org](mailto:info@cagptoronto.org)**

This session is included in our Express Pass and Flex Pass packages. However **[Express Pass holders and Flex Pass holders MUST STILL REGISTER](#)**. For all attendees, please note that Registration represents a purchased ticket to the event. Payments may be made by Visa or MasterCard if you register online for the session, or by cash or cheque at the door.

#### **[Registered but you cannot attend?](#)**

**Substitutions or cancellations must be made at least 48 hours prior to the event.** An invoice will be sent to guests who have not notified the CAGP GTA Roundtable Coordinator at least 48 hours prior to the session.