



**2026 Raise More to Do More Fundraising Summit
Scouting America National Finance & Fund Development Committee
Thursday, January 15th
North Carolina**

Program Agenda

8:00 to 8:15	Registration & Networking
8:15 to 8:30	Welcome & Why We're Here- Scott Christensen
8:30 to 9:00	The Increased Need for Philanthropic Support in our Councils – Mark Chilutti
9:00 to 9:30	Changing Culture from Transactional to Philanthropic- How to Focus on Individuals- Carlo Laureore
9:30 to 10:00	Why People Give TO, FOR and THROUGH Scouting– Ken Sheetz
10:10 to 11:00	Preparing for the Ask & How to Ask for Bigger Gifts- Mark & Carlo
11:00 to 11:30	With More We Can Do More- Scott
11:30 to 11:45	Collaborating with the National Office of Development- Carlo
11:45 – 12:00	Grab Your Lunch
12:00 – 12:40	A Blueprint for Staff & Volunteers Working Together- Mark
12:40 to 1:10	Building Community with Transformational Giving- Ken
1:10 to 1:40	6 Quick Wins to Make an Impact NOW- Mark & Carlo
1:40 to 2:00	Why Now & Wrap Up- Scott

Staff Members:

Mark Chilutti, CFRE- National Finance & Fund Development Committee
Scott Christensen, Chair- National Finance & Fund Development Committee
Carlo Laureore- Senior Vice President, National Office of Development
Ken Sheetz- Principal Gift Officer, National Office of Development