



Practical and Measurable Leadership Development

• **DATE**
MAY 5 – 6, 2026

• **LOCATION**
Addis Ababa, Ethiopia

• **EVENT LOCATION**
Radisson Blu

• **SESSION LEADERS**
Sebilu Bodja
& Cam Shapansky

• **CONTACT INFORMATION**
Please don't hesitate to contact us if you have questions.

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PRACTICAL AND MEASURABLE LEADERSHIP DEVELOPMENT

The INGO landscape is in the process of undergoing massive changes. Long-time funding sources are evaporating overnight as new opportunities emerge. Localization has taken root across the sector, but what does it mean?

These changes are monumental. What does effective leadership look like in the face of massive change? What is required to ensure sustainability through these times? What's next and where is all this taking us? What are other organizations doing to navigate these changes?

These are big questions, and exactly the kinds of questions that will be discussed, contemplated and in many cases, answered at the Leading Through Uncertainty conference in Addis Ababa this coming May. We have designed a two-day format that is

designed to help your organization at all levels. Day One is a leadership workshop aimed at providing hands-on tools for leaders navigating the changing landscape. Day Two is a drill-down management session focused on practical ways to raise funding both locally and with global partners.

This event is geared toward leaders who want to make a difference in their organization and in the world. It will challenge some of your existing assumptions and provide specific tools for driving change and future sustainability.



DAY ONE

LEADERSHIP WORKSHOP

The first day is designed for organizational leaders. It will provide a time for leaders to lean in, ask real questions, learn and develop your leadership toolkit. It will cover topics like:

- **Navigating unknown waters**
- **Effective Field/Head Office collaboration**
- **Intercultural Leadership challenges and requirements**
- **Future keys to sustainability**
- **Understanding your Gaps and Priorities**
- **Accountability and Communication frameworks**

DAY TWO

FUNDRAISING WORKSHOP

The second day will focus on raising funds and is designed for your entire management team. This session will cover topics like:

- **The funding landscape**
- **Understanding and organizing your potential**
- **How to prioritize your opportunities**
- **Roles and requirements for success**
- **Developing an action plan**
- **Grant readiness and compliance**
- **Leveraging data and impact measurement**
- **Donor management**
- **Communicating impact (storytelling, use of digital tools)**
- **Internal capacity building for fundraising**

PRICING

EARLY REGISTRATION

Pricing for attending a single day (Day 1 or Day 2):

\$170/participant

Early Registration pricing ends March 15, 2026

REGULAR PRICING

Pricing for attending a single day (Day 1 or Day 2):

\$200/participant

Pricing for attending both days:

\$300/participant

Registration deadline is April 15, 2026

ONE-ON-ONE OPPORTUNITIES

Many organizations want to drill down deeper within their own organization. After the conference we will have several opportunities for half-day organizational drill down sessions. Please let us know if you would like to learn more about these.

CONFERENCES SPEAKERS AND LEADERS

SEBILU BODJA

Sebilu Bodja has nearly 30 years of experience in international development as both a field practitioner and organizational leader.

He has led multi-country programs, supporting local implementing teams as part of headquarters-based leadership. Sebilu currently consults with organizations on effectiveness, adaptation to evolving operational environments, and a wide range of organizational capacity-strengthening initiatives.

Sebilu's extensive experience in program development, partnership building, and stakeholder engagement has enabled him to work closely with key leaders to strengthen HQ-field communication and collaboration. He is deeply committed to localization and believes in a collaborative approach to creating lasting solutions to poverty and power imbalances.

Sebilu lives in Ethiopia with his wife and children and enjoys being part of a vibrant community with colleagues, friends, and extended family.



CAM SHAPANSKY

Cam Shapansky is an experienced consultant and advisor to global NGOs, specializing in organizational change and leadership development.

He co-founded Blue North, a Canada-based fundraising agency serving clients worldwide, with a mission to help organizations expand their fundraising programs and organizational impact.

Through Cam Shapansky Consulting Inc., Cam coaches leaders and drives growth initiatives, focusing on practical strategies and measurable results. His work spans six continents and over 40 countries, where he adapts universal principles to diverse cultural and operational contexts. Cam partners with organizations to design new programs, strengthen existing ones, and build cross-team alignment.

Outside of work, Cam enjoys life on his farm with his wife Debbie, their two children, and a dog—and enjoys being outside on their farm property cutting down trees and planting new ones, all the while wondering what is being accomplished.

