









Wednesday, July 26, 2017 - 9:00am - 12:00pm AM Pre-Conference Workshops					
Track:	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Relationship Management	Campaigns
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size:135
Session #:	101	102	103	104	105
Topic:	Validating Wealth Screenings: Minimum Effort for Maximum Benefit	GeoVisualization on the Cheap: Exploring Prospect Pools with Excel 3D Maps	Wake Me Up Before You Go Go: Talent Management for Minimizing Turnover and Developing Teams	Maximizing the Parent Pipeline: A Case Study of Parent Philanthropy	Campaigns 101: Just What IS a Campaign?
Speaker(s):	Rachael Dietrich Walker, University of North Carolina, General Administration	Trish Idarola & Karl P. Kaplan, University of New Mexico Foundation	Milagro Lobato, University of Colorado; Mark Egge, Greater Twin Cities United Way; Amy Turbes, Creighton University	Iberia Zafira & Jason Smith, University of California, Berkeley	Amy L. Carrier, Barnard College; Lisa Howley, University of Southern California
Level:	Level: 1	Level: 1	Level: 2	Level: 1	Level: 1 & 2
Wednesday, July 26, 2017 1:30 pm - 4:30 pm PM Pre-Conference Workshops					
Track:	Prospect Research	Partnerships, Leadership and Change Management	Partnerships, Leadership and Change Management	Relationship Management	Campaigns
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size:135
Session #:	111	112	113	114	115
Topic:	The Research Menu: How to Effectively Collaborate with Gift Officers	Who's the Boss?: Large Shop Management	I Think We're Alone Now: Overcoming Challenges in a Small Shop	Prospect Management: A Holistic Approach to Strategy	Campaigns: Down and Dirty
Speaker(s):	Molly Hamrick & Kenneth Supernaw, Duke University	Melissa Bank Stepno, Target Analytics, a division of Blackbaud, Inc & Lori Hood Lawson, WorkingPhilanthropy.com	Anne Geiger, University of Montana Foundation	Sarah Parnum Cadbury, Philadelphia Museum of Art; Karina Garcia, University of Wyoming	Amy L. Carrier, Barnard College; Nicholas Sollog III, The Sollog Group; Jay Frost, Jerold Panas, Linzy & Partners
Level:	Level: 1	Level: 2	Level: 2	Level: 1	Level: 1 & 2
Icons:					
Icons Key:	Recorded 	Healthcare 	Large Shop 	Small Shop 	

**Additional fees are required for pre-conference workshops**







**Level I - Sessions intended for those seeking an introduction to best practices and methodologies or additional insight into the subject matter. Sessions at this level are designed to provide fundamentals. (Basic)**

**Level II - Sessions intended for seasoned professionals who want to strengthen their management and leadership skills, foster strategic partnerships, and refine problem-solving techniques often required in advanced positions. (Advanced)**





Thursday, July 27, 2017 - 10:30am - 12:00pm

Track:	Prospect Research	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Campaigns	Campaigns	Relationship Management	Relationship Management
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Grand Ballroom GH Room Size: 135	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	201	202	203	204	205	206	207	208
Topic:	Asia: A Continent in Perspective	Wealth Screenings: Planning, Coordinating, Verifying and Delivering Results	Heaven is a Place on Earth: Emerging Trends in Profiles	Inconceivable! Or Maybe Not: Developing Metrics for Prospect Development	Organization Capacity Ratings: Don't Leave Them Out of Your Campaign Mix Tape	Anybody Want a Prospect? As You Wish...	There's No Map For That: Navigating Prospect Management Policy Change	From Discovery to Major Donor!: A Case Study on Discovery Work in a Cause-Based and Deadline Driven Organization
Speaker(s):	Linlin C. Reid, New York University	Molly Hamrick, Duke University	Jaime Miranda, University of Southern California; Sarah R. Bernstein, Philanthrodata; Sarah Daly, Southern Methodist University; Joe Marciniak, UCLA; Lindsey Nadeau, George Washington University	Bond T. Lamme, Bentz Whaley Flessner; Emily Walsh, University of Arizona Foundation	Sarah J. L. Anderson, University of British Columbia; Tawnia Daughton, University of Alberta; Matt Kujawa, University of Washington; Annabel Oocubillo, University of California, San Diego	Caroline Oblack, Rachel Siegfried and Greg Lehto; Oregon Health & Science University Foundation	Gareth F. Griffin, Santa Clara University; Terrence Kissack, University of California, Berkeley	Megan C. Heister & Erika M. Yanez, Planned Parenthood Federation of America
Level:	Level:1 & 2	Level: 1	Level: 2	Level: 1 & 2	Level: 1	Level: 1 & 2	Level: 2	Level: 1
Icons:								

Thursday, July 27, 2017- 1:15pm - 2:00pm

Track:	Prospect Research	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Campaigns	Campaigns	Relationship Management	Relationship Management
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Grand Ballroom GH Room Size: 135	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	211	212(Part 1)	213	214 (Part 1)	215 (Part 1)	216 (Part 1)	217 (Part 1)	218
Topic:	Beyond Fundraising – Prospecting for Alumni Engagement	In Search of "Good" Prospects	Stronger Together: Best Practices in Collaborating with Development Officers	Act Now: The Intentional Career Plan	Of, By and For the People: A Presidential Research Liaison Structure in a Campaign	The Long and Winding Road: Driving Analytics from Campaign Prospecting to Forecasting	Portfolio Optimization: Review, Refine, Rebuild	Back to the Future: The Impact of Experience at a Smaller Non-Profit
Speaker(s):	Marissa Todd & Jenne Vanderbout, University of Central Missouri	David M. Lawson, NewSci, LLC.; Lori Hood Lawson, WorkingPhilanthropy.com	Mary Kate Delaney Bray & Kristin Elizabeth Luery, University of Virginia	Lisa Howley, University of Southern California	Michele Borucki & Natalie Larmon, George Washington University	Melissa Bank Stepno, Target Analytics, a division of Blackbaud, Inc.; Margaret J. Williams, University of South Dakota Foundation	James H. Vermillion, UC San Diego Advancement	James Rygg, Pancreatic Cancer Action Network
Level:	Level: 1	Level: 2	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 1 & 2	Level: 2	Level: 2
Icons:					 			 

Thursday, July 27 - 2:15pm - 3:00pm




Track:	Prospect Research	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Campaigns	Campaigns	Relationship Management	Relationship Management
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Grand Ballroom GH Room Size: 135	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	221	212 (Part 2)	222	214 (Part 2)	215 (Part 2)	216 (Part 2)	217 (Part 2)	223
Topic:	The History and Influence of Jewish American Philanthropy	In Search of "Good" Prospects	Dear Analyst	Act Now: The Intentional Career Plan	Of, By and For the People: A Presidential Research Liaison Structure in a Campaign	The Long and Winding Road: Driving Analytics from Campaign Prospecting to Forecasting	Portfolio Optimization: Review, Refine, Rebuild	He's Just Not that in to You: How to Convince Fundraisers to Let the Prospect Go
Speaker(s):	Jon W. Garrow, Albert Einstein College of Medicine/Montefiore Health System; Estee Pierce, New York University	David M. Lawson, NewSci, LLC.; Lori Hood Lawson, WorkingPhilanthropy.com	Elisa O. Shoenberger, Grenzsbach Glier and Associates; Katie Ingrao, Rush University Medical Center; Jessica Szadzewicz, Loyola University Chicago	Lisa Howley, University of Southern California	Michele Borucki & Natalie Larmon, George Washington University	Melissa Bank Stepno, Target Analytics, a division of Blackbaud, Inc.; Margaret J. Williams, University of South Dakota Foundation	James H. Vermillion, UC San Diego Advancement	Kristin Richardson, Virginia Commonwealth University
Level:	Level: 1 & 2	Level: 2	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 1 & 2	Level: 2	Level: 2
Icons:					 			

Thursday, July 27 - 3:15pm - 4:00pm

Track:	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	VS 101	VS 102	VS 103	VS 104	VS 105	VS 106	VS 107	VS 108
Topic:	Bentz Whaley Flessner: Transforming Prospect Development	Maximizing Fundraising with Creative Solutions	My Job is to Make Your Next Year Successful: Positioning Prospect Management Within Your Organization	PROscreen 2.0 - What We Learned Since Launch & What's Next	From Alexa to Fundraising – Unpacking AI	Re-imagining information delivery for advancement	Data Intelligence = Mission Possible	Major Gift Portfolio Analysis: Using WE Solutions to Direct MGOs to Their Best Potential Targets
Speaker(s):	Bond T. Lammey, Josh Birkholz & Emma L. Hinke, Bentz Whaley Flessner	Sarah E Tedesco, DonorSearch	Kat Banakis, GG+A	Gerry Lawless, iWave Information Systems Inc.	Anthony Pisano & Alan Dix, Blackbaud	Regan Holt, Uprising Technology, Inc.	Bailey Benzle, Omatic Software	Rebecca Remy, WealthEngine
Level:	Level: 1 & 2	Level : 1	Level: 2	Level: 1 & 2	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 1 & 2

Thursday, July 27 - 4:15pm - 5:00pm

Track:	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	VS 101 (Repeat)	VS 202	VS 103 (Repeat)	VS 104 (Repeat)	VS 105 (Repeat)	VS 206	VS 207	VS 208
Topic:	Bentz Whaley Flessner: Transforming Prospect Development	Best Practices in Data-driven Fundraising	My Job is to Make Your Next Year Successful: Positioning Prospect Management Within Your Organization	PROscreen 2.0 - What We Learned Since Launch & What's Next	From Alexa to Fundraising – Unpacking AI	Supercharge Regional Engagement with Uprising	Explore the WealthEngine™ and Raiser's Edge NEW Integration Solution	What if... You Knew an Online Donor's Giving Capacity AS the Donation is Being Made?
Speaker(s):	Bond T. Lammey, Josh Birkholz & Emma L. Hinke, Bentz Whaley Flessner	Andrew Ryan Suther, DonorSearch	Kat Banakis, GG+A	Gerry Lawless, iWave Information Systems Inc.	Anthony Pisano & Alan Dix, Blackbaud	Regan Holt, Uprising Technology, Inc.	Bailey Benzle, Omatic Software	Rebecca Remy, WealthEngine
Level:	Level: 1 & 2	Level : 2	Level: 2	Level: 1 & 2	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 1 & 2

Icons Key:	Recorded 	Healthcare 	Large Shop 	Small Shop 	<p>Level I - Sessions intended for those seeking an introduction to best practices and methodologies or additional insight into the subject matter. Sessions at this level are designed to provide fundamentals. (Basic)</p> <p>Level II - Sessions intended for seasoned professionals who want to strengthen their management and leadership skills, foster strategic partnerships, and refine problem-solving techniques often required in advanced positions. (Advanced)</p>
------------	--	--	--	--	--

Friday, July 28, 2017 11:00am - 12:30pm								
Track:	Prospect Research	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Campaigns	Relationship Management	Data Analytics	Data Analytics
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	301	302	303	304	305	306	307	308
Topic:	Using Unconventional Wealth Variables & Lifestyle Factors to Estimate Capacity in Domestic and International Research	The E Word: You Had me at Etix	Hollywood Confidential!	Time Management: Getting a Grasp of Your Research, Project (and Personal) Time Management	Relative to Proactive: The Evolution of Successful Prospect Development Strategy	Relationship Management and Metrics: Key Fundraising Tools to Drive Acceptance of Analytics, Models and Services	Grateful Patient 2.0: Integrating Patient Data Into Distinct Prospect Pools	21 Ways Excel will Make You Love Data Analytics
Speaker(s):	Kaitlin Grady & Jake Zachary McNabb, Duke University	Lori Hood Lawson, WorkingPhilanthropy.com; Liz Rejman, Pathways to Education Canada	Giuliana Bighi, New York University	Tracey J. Church, Tracey Church & Associates, Research + Consulting Services	Matthew Crafley, Tessa Kaganoff, Joanna Sutton, & Matt Woodward, University of California, Los Angeles	Rodger Devine, University of Southern California	Andillon Hackney & Lee Thomsen, UC San Diego Advancement	Tanya Ford, Taylor University
Level:	Level: 1	Level: 1	Level: 1 & 2	Level: 1	Level: 2	Level: 1 & 2	Level: 2	Level: 1 & 2
Icons								
Friday, July 28, 2017 1:45pm - 2:30pm								
Track:	Prospect Research	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Campaigns	Relationship Management	Data Analytics	Data Analytics
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	311	312 (Part 1)	313	314 (Part 1)	315 (Part 1)	316	317	318
Topic:	Spinning Relationship Webs to Find and Reinforce Connections	Feeding the Pipeline: Implementing a Proactive Referral Process	Privacy and Prospecting: A Canadian Perspective	Getting to Yes: How to Lead Effective Meetings and Drive Collaborative Change	The Secrets of the Pyramids: The Why, When, and How	Partners in Proactive Strategy	Be the Data Leader Your Organization Needs: How to Transform Meetings, Discussions and Fundraiser Performance with Tableau	Using Data Analytics to Streamline Your Operation
Speaker(s):	Zoe Whiting, Johns Hopkins University	Susie Schwartz, Jason Shults, & Sadie Slager, University of Arizona Foundation	Sarah J L Anderson, University of British Columbia; Tawnia Daughton, University of Alberta	Susan H. Faraone, Aspen Leadership Group	Jen Krutzen, RARE & Rachel Collins, American University	Maggie Abrego-Bellis & Stacey L. Capoot, Planned Parenthood Los Angeles	Heather Marzynski, Mayo Clinic	Natasha Kashefipour, University of California, Riverside
Level:	Level: 1	Level: 1 & 2	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 1	Level: 2	Level: 2
Icons:								
Friday, July 28, 2017 - 2:45pm - 3:30pm								
Track:	Prospect Research	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Campaigns	Relationship Management	Data Analytics	Data Analytics
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size:135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	321 (Part 1)	312 (Part 2)	322	314 (Part 2)	315 (Part 2)	323	324 (Part 1)	325
Topic:	Speed Dating for Prospect Development	Feeding the Pipeline: Implementing a Proactive Referral Process	Frontier or Failure? The Social Impact Bond	Getting to Yes: How to Lead Effective Meetings and Drive Collaborative Change	The Secrets of the Pyramids: The Why, When, and How	Streamlined Contact Reports: A New Tool for Tracking Content	From Question to Report: An Exploration in R	Distilling Multiple Wealth Indicators into Single GfI Capacity Estimates
Speaker(s):	Elizabeth McHugh, EMcHugh Consulting; Michael Quevill, Target Analytics, a Blackbaud Company; Nicholas Solog III, The Solog Group; Marissa Todd, University of Central Missouri	Susie Schwartz, Jason Shults, & Sadie Slager, University of Arizona Foundation	Sarah Brandywine Johnson, University of Chicago	Susan H. Faraone, Aspen Leadership Group	Jen Krutzen, RARE & Rachel Collins, American University	Christina Prameaux & Charles Cameron, Oklahoma State University Foundation	Scott Cameron Percic & Samantha Wren, The College of William and Mary	Eric Patterson & Bryan Carney, Colorado State University
Level:	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 1 & 2	Level: 1	Level: 2	Level: 2	Level: 2
Icons:								
Friday, July 28, 2017 - 3:45pm - 4:30pm								
Track:	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Partnerships, Leadership and Change Management	Campaigns	Relationship Management	Data Analytics	Data Analytics
Room:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Grand Ballroom GH Room Size: 135	Orange County Ballroom 2 Room Size: 100	Grand Ballroom JK Room Size:135	Platinum Ballroom 9 & 10 Room Size: 265	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	321 (Part 2)	331	332	333	334	335	324 (Part 2)	336
Topic:	Speed Dating for Prospect Development	What to do When You're Asked to Create Campaign/Affinity Ratings	Best Practices for Onboarding, Motivating & Engaging New Staff	Leading with your Strengths: Using StrengthsFinder to Build Successful Relationships	Seeing into the Future: Predictive Modeling for Prospect Researchers	Scaling Up Interest-Based Fundraising	From Question to Report: An Exploration in R	The Data is in the Details: Leading Change Management and Strategic Thinking During a Campaign
Speaker(s):	Elizabeth McHugh, EMcHugh Consulting; Michael Quevill, Target Analytics, a Blackbaud Company; Nicholas Solog III, The Solog Group; Marissa Todd, University of Central Missouri	Michelle Ryder, Old Dominion University	Debra Coleman & Emilia G. Cooper, University of California Davis	Stephanie Brouwer, United Way of Central Indiana	Arcadia Mariela Rodriguez-Ruiz, University of Virginia	Elizabeth Goodman, John McBride, University of Chicago - Strategic Information	Scott Cameron Percic & Samantha Wren, The College of William and Mary	Joseph M. Gonzales, Greater Twin Cities United Way
Level:	Level: 1 & 2	Level: 1 & 2	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 2	Level: 2	Level: 1 & 2
Icons:								
Icons Key:	Recorded	Healthcare	Large Shop	Small Shop	Level I - Sessions intended for those seeking an introduction to best practices and methodologies or additional insight into the subject matter. Sessions at this level are designed to provide fundamentals. (Basic)  Level II - Sessions intended for seasoned professionals who want to strengthen their management and leadership skills, foster strategic partnerships, and refine problem-solving techniques often required in advanced positions. (Advanced)			

**Saturday, July 29, 8:30am - 9:15am**

Track:	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Partnerships, Leadership and Change Management	Campaigns	Relationship Management	Data Analytics	Data Analytics
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size: 135	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Orange County Ballroom 3 & 4 Room Size: 200	Platinum Ballroom 9 & 10 Room Size: 265
Session #:	401	402	403 Part 1	404 Part 1	405	406	407	408 Part 1
Topic:	Parent Prospecting: Short Timeframe, Large Opportunity	Prop. 13 and the California Real Estate Revolution	Sorcery to Science: From Sixth Sense to Data Driven Culture -How an Advancement Team Managed Change and Built Relationships across the Organizational Chart	What's Your Style? Apra Chapter Board Members on Leadership	Campaign Feasibility and Goal Setting: Using Data that you Already Have In-House to Plan Your Next Campaign	How to Win Development Officer Friends and Influence Performance: 5 Tips for Building Strong Partnerships	A Spoonful of Data: Maximizing Your Prospect Research Potential Through Data Analytics	You Spin Me Right Round: Fundraising Regulation & GDPR Changes in UK
Speaker(s):	Michael Lasala & Amanda Ward, Rollins College	Alison Becker, University of Southern California	Sarah R. Brandt, University of Texas at San Antonio	Amy Begg, Harvard University; Katie Ingrao, Rush University Medical Center; Nicholas Sollog III, The Sollog Group; Iberia Zafira, University of	Doug Cogswell, ADVIZOR Solutions, Inc.	Christine Taguines, University of Southern California	Rena Liviniuk, & Mohit Nayar, University of Alberta	Laura Owen, Christian Aid
Level: 1 & 2	Level: 1	Level: 1 & 2	Level: 1 & 2	Level: 1	Level: 2	Level: 1	Level: 1	Level: 1 & 2
Icons:								

**Saturday, July 29 - 9:30am-10:15am**

Track:	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Partnerships, Leadership and Change Management	Relationship Management	Relationship Management	Data Analytics	Data Analytics
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Grand Ballroom GH Room Size: 135	Grand Ballroom JK Room Size: 135	Orange County Ballroom 3 & 4 Room Size: 200	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Platinum Ballroom 9 & 10 Room Size: 265
Session #:	411	412	403 Part 2	404 Part 2	413	414	415	408 Part 2
Topic:	The Tide is High: Building a Strong Foundation for Small Research Shops	Wealth of the Future: Finding Gen-X and Millennial Prospects	Sorcery to Science: From Sixth Sense to Data Driven Culture -How an Advancement Team Managed Change and Built Relationships across the Organizational Chart	What's Your Style? Apra Chapter Board Members on Leadership	One Step Beyond Pipeline Reporting	Contact Reports: What Are They, Why Are They Important, What Should Be Included (or Not)?	Developing and Using Alumni Engagement Metrics	You Spin Me Right Round: Fundraising Regulation & GDPR Changes in UK
Speaker(s):	Ana Morgenstern, Newseum	Amanda White, University of Southern California	Sarah R. Brandt, University of Texas at San Antonio	Amy Begg, Harvard University; Katie Ingrao, Rush University Medical Center; Nicholas Sollog III, The Sollog Group; Iberia Zafira, University of California, Berkeley	Suzie Stephens, Save the Children UK	Sara Wuorinen, University of Colorado	Doug Cogswell, ADVIZOR Solutions, Inc.	Laura Owen, Christian Aid
Level:	Level: 1	Level: 1	Level: 1 & 2	Level: 1	Level: 2	Level: 2	Level: 2	Level: 1 & 2
Icons:								

**Saturday, July 29 10:15am - 12:00pm**

Track:	Prospect Research	Prospect Research	Partnerships, Leadership and Change Management	Campaigns	Relationship Management	Data Analytics	Data Analytics
Room Names:	Platinum Ballroom 1 & 2 Room Size: 265	Platinum Ballroom 7 & 8 Room Size: 265	Platinum Ballroom 9 & 10 Room Size: 265	Orange County Ballroom 2 Room Size: 100	Orange County Ballroom 1 Room Size: 130	Grand Ballroom GH Room Size:135	Orange County Ballroom 3 & 4 Room Size: 200
Session #:	421	422	423	425	426	427	428
Topic:	Building a Prospect Management Program: PRIMED for Success!	Strategic Partnerships with Gift Planning II - Plan Harder	Natural Partners   Leveraging Analytic Talent at Your Institution	Driving and Developing Fundraising Goals	Using Business Intelligence Software to Drive Dynamic Reporting	The Data Matters Edition: an APRA Prospect Development Live "Podcast"	Grateful Patient Analytics from Annual Giving to Principal Gifts
Speaker(s):	Pamela E. Lewis, George Mason University	Jason Chestnutt & Christopher A. Hubert, University of Virginia	John P Gough, The University of Illinois at Urbana Champaign	Jami Leigh Houghton, University of Chicago	Jodi Ann McLaughlin, Carnegie Museums of Pittsburgh; Alexis Sykut, JCA Inc.	Cristi Hendry , Pitzer College; Tarak Shah, UC Berkeley & Paul Roach, Pomona College	Sharise Harrison, The Humane Society of the United States; Lu-Ann D. Farrar, Eastern Kentucky University
Level:	Level: 1 & 2	Level: 2	Level: 1 & 2	Level: 2	Level: 1 & 2	Level: 1 & 2	Level: 2
Icons:							

Icons Key:	Recorded	Healthcare	Large Shop	Small Shop	<p>Level I - Sessions intended for those seeking an introduction to best practices and methodologies or additional insight into the subject matter. Sessions at this level are designed to provide fundamentals. (Basic)</p> <p>Level II - Sessions intended for seasoned professionals who want to strengthen their management and leadership skills, foster strategic partnerships, and refine problem-solving techniques often required in advanced positions. (Advanced)</p>
------------	----------	------------	------------	------------	--