










Wednesday, August 8, 2018 - 9:00am - 12:00pm AM Pre-Conference Workshops					
Track:	Prospect Research	Prospect Research	Strategic Management	Strategic Management	Relationship Management
Room Names:	Room: 413-415 Max: 320	Room: 408-410 Max: 320	Room: 310-311 Max: 140	Room: 304-305 Max: 235	Room: 411-412 Max: 215
Session #:	1025	1154	1137	1016	1056
Topic:	The Three Faces of PD: Research/Management/Analytics - A Dialogue with Results!	Validating Wealth Screenings: Minimum Effort for Maximum Effort	One is the Loneliest Number: A Survival Workshop for Solo & Small Shop Researchers	Success by Design: Managing Your Team Through an Ever-Evolving Landscape	Persuading and Negotiating for Success: Portfolio Reviews
Speaker(s):	Michael K Quevli, Target Analytics, a Blackbaud Company & Elizabeth McHugh, EMcHugh Consulting	Rachael Dietrich Walker, Western Carolina University & John Bratton, University of North Carolina Greensboro	F Nicholas Sollog, III, The Sollog Group; Marissa Todd, The Nelson-Atkins Museum of Art	Brock Silvey & Dan Zarlenga, Northwestern University	Bond Lammey, Bentz Whaley Flessner; Anne Dean, George Washington University; Emily Walsh, University Of Arizona Foundation
Level:	Level 2	Level 1	Level 1 & 2	Level 2	Level 1 & 2
Icons:					
Wednesday, August 8, 2018 1:30pm - 4:30pm PM Pre-Conference Workshops					
Track:	Campaigns	Prospect Research	Strategic Management	Strategic Management	Campaigns
Room Names:	Room: 413-415 Max: 320	Room: 408-410 Max: 320	Room: 411-412 Max: 215	Room: 304-305 Max: 235	Room: 310-311 Max: 140
Session #:	1161	1155	1157	1158	1156
Topic:	There's no time like the present: Reactive to Proactive Revolution Mid-	A Public Struggle with Private Companies	Advocate!	Raise the Bar in Your Career: Strategies & Tools to Achieve the Next Level in	So You're Going into a Campaign: Prospect Management Essentials
Speaker(s):	Sandra Gomez, University of Calgary; Kat Banakis, GG&A	Anne Dean, George Washington University; Roslyn Clarke, Morehouse College	Chris Brakenbury, The Ohio State University; Emily Walsh, University of Arizona Foundation; Susan Hayes-McQueen, 1969; Troy Smith, New York University; Adrian Annette Owen, LSU Foundation; Megan Heister, PPFA	Scott Woodard, Scott Woodard Coaching	Caroline Oblack, Ed.M., Oregon Health & Science University Foundation; Amy Carrier, Ph.D., Oregon State University Foundation
Level:	Level 2	Levels 1 & 2	Level 2	Level 2	Level 1 & 2
Icons:					
Icons Key:	Recorded 	Healthcare 	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, August 9, 2018 - 10:30am - 12:00pm (90min)

Track:	Relationship Management	Relationship Management	Relationship Management	Strategic Management	Strategic Management	Prospect Research	Prospect Research	Prospect Research
Room Names:	Room: 319 Max: 136	Room: 304-305 Max: 235	Room: 301-303 Max: 350	Room: 320-321 Max: 270	Room: 310-311 Max: 140	Room: 408-410 Max: 320	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1011	1095	1124	1075	1035	1065	1079	1121
Topic:	Portfolio Optimization - How We Started, Where We Are, and Where We're Going	Analyzing Fundraiser Performance: Top Performers	Prospect Management as a Change Agent: Building Exceptional Donor Partnerships from Within Your Organization	Our Journey from Reactive to Proactive Prospect Research, Prospect Management, and Analytics	Strategy: It's Not Just a Buzz Word	Grateful Patience: Patient Family Programs Take Time, Commitment and Perseverance	Using Engagement and Social Insights to Discover and Quality New Prospects	How Far You'll Go - Finding the Best Prospects for the Right Project
Speaker(s):	Andrea Holland, University of Colorado; Mackenzie Altman, University of Colorado	Jessica Balsam, University of Washington; Susan Hayes-McQueen, University of Washington	Elizabeth Fennell, City of Hope; Ryan Frank, City of Hope	Michael I London, Cleveland Clinic Foundation; Tessa Niederbaumer, Cleveland Clinic Foundation	Rachel Brandell Mayers, University of Michigan; Heather L. McPhail, University of Michigan	Susan N. Hunt, Children's Hospital of Philadelphia	Amy Carrier, Oregon State University; Ryan Marshall, Concordia University, St. Paul; Brent Grinna, EverTrue	Erin Osborn, Children's Hospital Colorado Foundation
Level:	Level 1 & 2	Level 2	Level 1	Level 1	Level 2	Level 1 & 2	Level 1	Level 1
Icons:								

Thursday, August 9, 2018 - 1:15pm - 2:45pm (90min)

Track:	Relationship Management	Relationship Management	Relationship Management	Strategic Management	Campaigns	Prospect Research	Prospect Research	Prospect Research
Room Names:	Room: 319 Max: 136	Room: 304-305 Max: 235	Room: 301-303 Max: 350	Room: 320-321 Max: 270	Room: 310-311 Max: 140	Room: 408-410 Max: 320	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1112	1103	1139	1037	1128	1107	1094	1073
Topic:	Moving Beyond the Gift Cycle: A New Approach to Prospect Management	Come Out of the Shadows: Develop Pipeline Status and Reporting Procedures Based on Knowledge, Not Fantasy	Control, Alt, Delete: Rebooting Portfolio Enthusiasm	Leading by Example: Building Successful Mentorship Programs, Relationships, and Skills	Big Data for Small Shops: How All Organizations can Track and Promote Engagement	Skyscrapers and Ski Lifts: An In-Depth Look at Real Estate in NYC and Resort Town USA	From Researcher to Investor: Using Your Research Skills on Your Own Stock Portfolio	XYZ...WTB?!
Speaker(s):	Jennifer Filla, Prospect Research Institute; Kelli Clawson, Denison University	Sharon Das, Fred Hutchinson Cancer Research Institute	Leticia Garcia, UC San Diego; Susan Saraiva, UC San Diego; Shannon S Seeger, UC San Diego	Tracey J. Church, Tracey Church & Associates; Lesli M. Rosenberg, University of Minnesota Foundation	Alexander Oftelie, Bentz Whaley Flessner; Cassie Hunt, Washington and Lee	Kelly A. Labrecque, The Helen Brown Group LLC; Joshua Ostroski, The Helen Brown Group	Marianne M Pelletier, Staupell Analytics Group	Angie Stapleton, Helen Brown Group; Elizabeth Roma, Obama Foundation
Level:	Level 1 & 2	Level 2	Level 1	Level 1	Level 1	Level 1	Level 1	Level 1 & 2
Icons:								

Thursday, August 9 - 3:00pm - 3:30pm (30min)




Track:	Relationship Management	Data Analytics	Data Analytics	Strategic Management	Strategic Management	Campaigns	Campaigns	Prospect Research
Room Names:	Room: 319 Max: 136	Room: 304-305 Max: 235	Room: 301-303 Max: 350	Room: 320-321 Max: 270	Room: 310-311 Max: 140	Room: 408-410 Max: 320	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1027	1109	1136	1113	1059	1049	1047	1096
Topic:	Built for Major Gifts: Structuring Small Shops to Win Big	Text Mining of Donor's conversation with Solicitors	Building a Predictive Model to Score Planned Gift Donors	Vanishing Act: Making Yourself "Replaceable"	How We Rock It: Characteristics of Highly Effective Prospect Development Professionals	A Prospect Development Revival	The Main Event: Transform Events Into a Launch Pad for Campaign Success	We're Brnnging Ethics Back. Yeah.
Speaker(s):	William Todt III, North Central College; Carrie Smaroff, Campbell & Company	Harsh Gupta, Oklahoma State University	Gayatri Rao, University of Texas Development Office	Catherine Flaatten, Share Our Strength	Becky Fullmer, University of Cincinnati; Emily Kelley, Ohio State University Foundation	Bill Powers, Sarah Lawrence College	Amanda L. Boushey, University of San Francisco; Killian Roach, University of San Francisco	Beth Trammell Inman, Juvenile Diabetes Research Foundation
Level:	Level 1 & 2	Level 1 & 2	Level 1 & 2	Level 1	Level 1 & 2	Level 2	Level 1 & 2	Level 1
Icons:								

Thursday, August 9 - 3:45pm - 4:30pm (45min)



Track:	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions
Room Names:	Room: 319 Max: 136	General Session Room	Room: 408-410 Max: 320	Room: 413-415 Max: 320	Room: 411-412 Max: 215	Room: 301-303 Max: 350	Room 307 Max: 50	Room: 304-305 Max: 235	Room: 310-311 Max: 140	Room: 320-321 Max: 270
Session #:	1148	1147	1176	1167	1152	1149	1180	1151	1174	1179
Topic:	Best Practices for Prospect Research	Bentz Whaley Flessner: Transforming Prospect Development	Environment Matters: CRM Conversion Tips from the Trenches	Tactical Talks - Best Practices on using DS Tools & Real Results	A Raise of Hands: Combining Screenings & Surveys to Identify Prospects for Specific Initiatives	The iWave Roadmap — New Data and Features Designed to Help All Nonprofits Fundraise With Confidence	Breaking Down Barriers in Research with Top University Development Professionals	The Next Generation of Analytics	Welcome to the Advancement Data Revolution	Explore WealthEngine's Enhanced Profile- Now with Design and Performance Updates for Increased Efficiency
Speaker(s):	Nate Petel, AlumniFinder; Linda Straub Jones, LexisNexis Risk Solutions	Alexander Ofelle, Bentz Whaley Flessner; Bond T. Lamney, Bentz Whaley Flessner; Josh Birkholz, Bentz Whaley Flessner	Glen Kendell, Concourse Hosting	Sarah E. Tedesco, DonorSearch	Connor Kasey, DonorScape GG+A	Gerry Lawless, iWave; Jill McCarville, iWave	Lindsey Lambert & Ginger Cole, LexiNexis	Anthony Pisano, Blackbaud; Katherine Swank, J.D., Target Analytics, a division of Blackbaud, Inc.	Regan Holt, Uprising Technology	Claire Logue, Maxwell Pamphile, WealthEngine
Level:	Level 1	Level 1 & 2	Level 2	Level 1	Level 1 & 2	Level 1	Level 1 & 2	Level 1 & 2	Level 1	Level 1

Thursday, August 9 - 4:45pm - 5:30pm (45min)




Track:	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions
Room Names:	Room: 319 Max: 136	Room: 320-321 Max: 270	Room: 408-410 Max: 320	Room: 413-415 Max: 320	Room: 411-412 Max: 215	Room: 301-303 Max: 350	Room: 304-305 Max: 235	Room: 310-311 Max: 140
Session #:	1173	1172	1177	1168	1152	1150	1151	1166
Topic:	Buzzword Breakdown: What Does it Really Mean to Have an Integration Strategy?	Enable Your Front Line For Success!	Behavior Analytics for Major Donors	Real Time Integrated Solutions: The Future of Screening is Now	A Raise of Hands: Combining Screenings & Surveys to Identify Prospects for Specific Initiatives	Why iWave? — How 3 Development Teams Transformed Their Organizations With the Top Rated Research Tool	The Next Generation of Analytics	Windfall: Accurate Net Worth Data & Real World Applications
Speaker(s):	Bailey Benzle, Omatic Software	Michael Van Dyke, Reeher	Glen Kendell, Concourse Hosting	Andrew Ryan Suther, DonorSearch	Connor Kasey, DonorScape GG+A	Gerry Lawless, iWave; Jill McCarville, iWave	Anthony Pisano, Blackbaud; Katherine Swank, J.D., Target Analytics, a division of Blackbaud, Inc.	Daniel Stevens & Arup Banerjee, Windfall Data Inc.
Level:	Level 1	Level 1 & 2	Level 1	Level 1	Level 1 & 2	Level 1	Level 1 & 2	Level 1 & 2

Icons Key:	 Recorded	 Healthcare	 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>
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Friday, August 10, 2018 11:00am - 12:30pm (90min)

Track:	Relationship Management	Relationship Management	Strategic Management	Data Analytics	Data Analytics	Prospect Research	Prospect Research	Campaigns
Room Names:	Room: 319 -321 Max: 375	Room: 304-305 Max: 235	Room: 310-311 Max: 140	Room: 408-410 Max: 320	Room: 315-316 Max: 250	Room: 317-318 Max: 250	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1053	1029	1131	1083	1100	1099	1061	1134
Topic:	How Four Disciplines of Execution Will Propel Prospect Pipeline Management and Meet Your Fundraising Goals	Ms Informed: Working with Fundraisers to Advance Women's Philanthropy	Precision Prospect Development: How to Get a Seat at the Table and Usher in the Age of Precision Philanthropy	Making Analytics Actionable	Collecting, Analyzing, and Utilizing Social Media Data to Drive Actionable Results	Domestic and International Private Business Valuation	Building, Scaling and Sustaining a Successful Patient and Family Giving Program	Preparing your Organization for the Demands of a Campaign
Speaker(s):	Katherine Swank, Target Analytics, a division of Blackbaud, Inc.	Preeti Gill, Sole Searcher Strategies	Nathan Fay, City of Hope	Chris Brakenbury, The Ohio State University; Sarah Luckey, The Ohio State University; Molly Schmiel, The Ohio State University	Joseph Stabb, SUNY Oswego	Timothy Olivieri, Cornell University; Susan Tierney McNamara, Cornell University	Elizabeth Dollhopf-Brown, University of Rochester	Maya L Gasuk, West Wind Consulting
Level:	Level 2	Level 1	Level 1	Level 1 & 2	Level 1	Level 2	Level 1 & 2	Level 1
Icons:								

Friday, August 10, 2018 1:45pm - 2:45pm (60min)

Track:	Relationship Management	Relationship Management	Relationship Management	Strategic Management	Data Analytics	Prospect Research	Prospect Research	Campaigns
Room Names:	Room: 319 -321 Max: 375	Room: 304-305 Max: 235	Room: 310-311 Max: 140	Room: 408-410 Max: 320	Room: 315-316 Max: 250	Room: 317-318 Max: 250	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1008	1126	1125	1119	1116	1133	1009	1043
Topic:	You Say Goodbye, I Say Hello: Portfolio Management Strategies for Staff Transitions	Prospect Management for Planned Giving Prospects	Jurassic CRM: How To Be A Clever Girl (or Guy) In A Database Conversion	Organize to Optimize Relationships	So You Want Analytics?	Finding Diamonds in the Rough: How to Make the Most of One-time Donors	The Power of One! Prospect Research for the Small Shops	Campaign Goal and Staffing Size Decisions: Two Sanity Checks Sure to Please
Speaker(s):	Marissa Todd, JD, MBA, University of Central Missouri	Sarah Parnum Cadbury, Philadelphia Museum of Art	C. J. Davis, Virginia Commonwealth University; Carrie P. Naumann, Virginia Commonwealth University	Bill Mitchell, University of Rochester; Elizabeth Dollhopf-Brown, University of Rochester	Leigh Petersen, Southwestern University	Katherine Scott, Canadian Red Cross	Stephanie Brouwer, United Way of Central Indiana	Stephen Lambert, Susquehanna University
Level:	Level 1 & 2	Level 2	Level 1	Level 2	Level 1	Level 1	Level 1 & 2	Level 1 & 2
Icons:								

Friday, August 10, 2018 - 3:00pm - 4:00pm (60min)

Track:	Relationship Management	Relationship Management	Relationship Management	Strategic Management	Data Analytics	Prospect Research	Prospect Research	Campaigns
Room Names:	Room: 319 -321 Max: 375	Room: 304-305 Max: 235	Room: 310-311 Max: 140	Room: 408-410 Max: 320	Room: 315-316 Max: 250	Room: 317-318 Max: 250	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1086	1034	1018	1123	1080	1060	1026	1101
Topic:	Now What? Weaving Facts and Expertise into Meaningful Prospect Strategies	'Manual: There's No Manual for This': How to Create a Prospect Management Manual that Development Officers Will Actually Use	Do you Hear What I Hear? Building Partnerships with Gift Officers	Managing for Innovation and Retention	Measures of Affection: Developing & Applying a Data-Driven Engagement Index	Overlooked, Underused & Underestimated: LinkedIn for Fundraising Strategy	Diversity, Capacity, and Engagement: Prospecting for Volunteer Leadership	Fear Not the Capital Campaign!
Speaker(s):	Sarah B. Clough, Marts & Lundy	Laura Ford Wilkerson, University of Georgia; Holly Weimer, The University of Georgia	Trish Idarola, University of New Mexico Foundation, Inc.	Sara Wuorinen, University of Colorado	Eric Patterson & Sue Lenthe, Colorado State University	Eelco Keij, Global Philanthropic	Amanda Ward, Rollins College; Michael Lasala, University of Denver	F Nicholas Sollog, III, The Sollog Group
Level:	Level 1 & 2	Level 1 & 2	Level 1 & 2	Level 1 & 2	Level 1 & 2	Level 1 & 2	Level 1	Level 1 & 2
Icons:								

Friday, August 10, 2018 - 4:15pm - 5:15pm (60min)

Track:	Relationship Management	Relationship Management	Strategic Management	Strategic Management	Data Analytics	Prospect Research	Prospect Research	Campaigns
Room Names:	Room: 319-321 Max: 375	Room: 304-305 Max: 235	Room: 310-311 Max: 140	Room: 408-410 Max: 320	Room: 315-316 Max: 250	Room: 317-318 Max: 250	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1064	1045	1105	1038	1118	1050	1051	1098
Topic:	Do We Need Counseling? When the Relationship between Prospect Management and Prospect Research Drifts Apart	We're Judging You: A Look at Scoring Portfolios	Building Relationships Outside of Development	A FIRM FOUNDATION: Developing a Strategic Plan for Your Career	Forecasting & Scoring for Endowments	"You Shaped My Career": Uncovering a Pipeline of Postgraduate Constituents	General Data Protection Regulations and The Future of Prospect Research	Everything I Needed to Know About Prospect Management, I Learned From World of Warcraft
Speaker(s):	Amber Palmer, Queens University; Jaime Semple, Queen's University	Ashley Selmon & Edward Latham, University of Chicago	Sharise Harrison, Teach for America	Susan H. Faraone, Aspen Leadership Group	Jason Michael Cherry, University of Colorado	Lauren E. Kowalski, Medical and Health Sciences Foundation of the University of Pittsburgh	Elisa O Shoenberger, Grenzebach Glier and Associates; Kat Banakis, Grenzebach Glier and Associates; Adrian Salmon, Grenzebach Glier and Associates	Adrian Annette Owen, LSU Foundation
Level:	Level 1 & 2	Level 2	Level 1	Level 1 & 2	Level 2	Level 2	Level 2	Level 1 & 2

Saturday, August 11 - 8:00am - 9:30am (90min)

Track:	Relationship Management	Relationship Management	Data Analytics	Data Analytics	Prospect Research	Prospect Research	Campaigns	
Room Names:	Room: 319 -321 Max: 375	Room: 304-305 Max: 235	Room: 301-303 Max: 355	Room: 408-410 Max: 320	Room: 315-316 Max: 250	Room: 317-318 Max: 250	Room: 413-415 Max: 320	
Session #:	1019	1055	1085	1074	1111	1024	1146	
Topic:	Herding Cats: The Art of Prospect Management	New Lead Strategy Tracking: Preventing Pileup and Promoting Progress	Stuck in the Middle with Who: Analytics and Strategies for Mid-Level Giving	Substance With Style: Dressing Up Traditional Reports in Excel	Don't Get Lost! An International Research Map	Proactive Prospecting: Finding Your Organization's Soup Snakes	Rethinking Gift Tables	
Speaker(s):	Ruthie M. Giles, Mount Holyoke College	Renee Barger, Northwestern University; Jamie Makatche, Northwestern University	Lawrence Carroll Henze, Target Analytics, a Blackbaud Company	Sam Pollach, Clark College Foundation	Jennifer Filla, Prospect Research Institute; Sabine Schuller, The Rotary Foundation	Kathryn Thomas, Wisconsin Foundation & Alumni Association	Chris Brakenbury, The Ohio State University; Doug Plummer, The Ohio State University; Jon Gerckens, The Ohio State University	
Level: 1 & 2	Level 1 & 2	Level 2	Level 2	Level 1 & 2	Level 1	Level 1 & 2	Level 1 & 2	
Icons:								

Saturday, August 11 - 9:45am-10:45am (60min)

Track:	Relationship Management	Relationship Management	Strategic Management	Data Analytics	Prospect Research	Prospect Research	Prospect Research	Campaigns
Room Names:	Room: 304-305 Max: 235	Room: 301-303 Max: 355	Room: 408-410 Max: 320	Room: 315-316 Max: 250	Room: 319 -321 Max: 375	Room: 317-318 Max: 250	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1031	1033	1032	1005	1012	1015	1052	1001
Topic:	Building Effective Partnerships with IT: Do you speak IT?	Development Officer Metrics: Creating a Research & Prospect Management Driven Scorecard	International Prospect Research Roundtable	The Perfect Scenario - Using Excel to Make Data-Driven Decisions on the Fly	The Role of Psychology in Prospect Research and Strategy	Social Media: Occupation to Family Info	Crowdsourcing, Donor Advised Funds, and Apps, Oh My!	Research to the Rescue! Using Plug and Play Projection Models to Inform Fundraising Decisions
Speaker(s):	Trish Idarola, University of New Mexico Foundation, Inc. & Elizabeth Cochran, University of New Mexico Foundation	Laura Ford Wilkerson, University of Georgia; Holly Weimer, The University of Georgia	Ashley Selmon, University of Chicago	Janna Holm, The Trust for Public Land; Victoria Jennings, Johns Hopkins Institutions	Darren P Cooper, Mayo Clinic	Sarah Richards, The Dynamic Catholic Institute	Elisa O Shoenberger, Grenzsbach Gler and Associates	Stephanie Brouwer, United Way of Central Indiana
Level:	Level 1 & 2	Level 1 & 2	Level 2	Level 1 & 2	Level 1 & 2	Level 1	Level 2	Level 2
Icons:								

Saturday, August 11 - 11:00am - 12:00pm (60min)

Track:	Relationship Management	Relationship Management	Strategic Management	Prospect Research	Prospect Research	Prospect Research	Prospect Research	Campaigns
Room Names:	Room: 319 -321 Max: 375	Room: 304-305 Max: 235	Room: 301-303 Max: 355	Room: 408-410 Max: 320	Room: 315-316 Max: 250	Room: 317-318 Max: 250	Room: 411-412 Max: 215	Room: 413-415 Max: 320
Session #:	1063	1071	1007	1127	1122	1013	1036	1088
Topic:	From Spreadsheets to the Cloud: Elevating Grateful Patient Fundraising	Riding into the Sunset: Implementing a System to Roll Prospects Out of Development Officer Portfolios	One a Researcher Always a Researcher - How to Advance Your Career	Creating a Daily Newsletter for Your Fundraising Team	Overcoming News Overload	Exhilarating Email	International Grants from US Foundations: Yes You Can!	Collateral Advantage: Setting an Organization's Annual Fundraising Goal
Speaker(s):	Katherine Floyd, University of Chicago, Medicine and Biological Sciences Development; Ryan Horvath, University of Chicago Medicine & Biological Sciences	Jeanne L. Sharp, University of Arizona Foundation; Carolyn Rousch, University of Arizona Foundation; Chris Novak, University of Arizona Foundation	Prisca Zaccaria, University of Georgia	Christine Tabak, University of Iowa Center for Advancement	Erin Osborn, Children's Hospital Colorado Foundation	Sarah Richards, The Dynamic Catholic Institute	Elco Keij, Global Philanthropic	Kerry Acker, University of Nebraska Foundation
Level:	Level 1 & 2	Level 1 & 2	Level 1 & 2	Level 1	Level 1	Level 1	Level 1 & 2	Level 2
Icons:								

Icons Key:	Recorded	Healthcare	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)				