





Wednesday, July 31, 2019 - 9:00 a.m. - 12:00 p.m.

AM Pre-Conference Workshops

<b>Track:</b>	Strategic Management	Strategic Management	Prospect Research	Campaigns
<b>Room Names:</b>	Room: Grand Sonoran A&B	Room: Grand Sonoran J&K	Room: Grand Sonoran F	Room: Grand Sonoran C&D
<b>Session #:</b>	2121	2058	2118	2076
<b>Topic:</b>	Diversity and Inclusion in Prospect Development	Program Evaluation: Assessing More Than Just a Prospect's Capacity	Building a Grateful Patient Program	The Numbers Matter: DO Metrics & KPIs in a Campaign
<b>Speaker(s):</b>	<b>Milagro Lobato</b> (Assistant Vice President of Advancement Strategy - University of Colorado), <b>Bond T. Lammey</b> (Managing Associate - Bentz Whaley Flessner), <b>Ana Ortiz</b> (Associate Director, Philanthropic Resources - The University of Texas MD Anderson Cancer Center), <b>Preeti Gill</b> (Founder - Sole Searcher Strategies), <b>Barron Cato</b> (Assistant Director, Fundraising & Engagement Data Science - Univeristy of Washington), <b>Tam Huynh</b> (Associate Director of Prospect Research and Analysis - Colby College)	<b>Gareth F. Griffin</b> (Senior Director, Prospect Development - Massachusetts Institute of Technology)	<b>Jon W. Garrow</b> (Director of Prospect Development - Montefiore Einstein), <b>Eli Mendelson</b> (Director, Strategic Research - City of Hope), <b>Tamara Carter</b> (Associate Director, Development - UT MD Anderson Cancer Center)	<b>Amy L. Carrier</b> (Senior Director, Advancement Information Management - Oregon State University Foundation) <b>Matthew Smith</b> (Assistant Director, Prospect Management - Oregon State University Foundation)
<b>Level:</b>	Level II	Level II	Level I, Level II	Level I, II
<b>Icons:</b>				

Wednesday, July 31, 2019 1:30 p.m. - 4:30 p.m.

PM Pre-Conference Workshops



<b>Track:</b>	Relationship Management	Strategic Management	Strategic Management	Strategic Management
<b>Room Names:</b>	Room: Grand Sonoran C&D	Room: Grand Sonoran A&B	Room: Grand Sonoran F	Room: Grand Sonoran J&K
<b>Session #:</b>	2004	2119	2120	2066
<b>Topic:</b>	The Other Faces of Prospect Development - Part 2: Continuing the Discussion	A Stepwise Approach to Strategic Planning	If I Knew Then What I Know Now: Lessons for New and Aspiring Leaders	Data Rules - Prospect Development in the Age of Privacy
<b>Speaker(s):</b>	<b>Elizabeth McHugh</b> (President/Owner - EMcHugh Consulting), <b>Michael K Quevli</b> (Analytics Consultant, Senior - Blackbaud Target Analytics Company)	<b>Kari Stokosa</b> (Managing Director - Research & Prospect Management - Wisconsin Foundation & Alumni Association)	<b>Charles Edward Snyder</b> (Director of Prospect Management and Advancement Research - Nova Southeastern University)	<b>David M. Lawson</b> (CEO - NewSci, LLC.), <b>Lori Hood Lawson, MLSc</b> (Co-founder and CEO - WorkingPhilanthropy.com)
<b>Level:</b>		Level I, Level II	Level I	Level II
<b>Icons Key:</b>	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 1, 2019 - 10:30 a.m. - 12:00 p.m. (90min)

Track:	Relationship Management	Relationship Management	Strategic Management	Strategic Management	Campaigns	Prospect Research	Data Science	
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran E Max: 400 Rounds	Room: Gran Sonoran H & I Max: 110 Theater	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran J & K Max: 110 Theater	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Saguario North Max: 540 Rounds
Session #:	2104	2040	2092	2093	2083	2052	2005	
Topic:	Partnerships in Pipeline Development	Ask A Gift Officer - Everything You Ever Wanted to Know, but Were Afraid to Ask	All A-Board! Successful Board and Senior Executive Peer Reviews, Expectations, and Communication	Ask the Ethicist - LIVE!	Think Like a Philanthropist	International (Wo)Men of Mystery: An Analyst's Guide to Vetting International Prospects	Using Recommender Systems to Identify Prospect Interests	
Speaker(s):	<b>Liz Clark</b> (Director of Prospect Development - Creighton University), <b>Emily Bauman</b> (Senior Director of Development – Regional & College of Nursing - Creighton University)	<b>Trish Idarola</b> (Director of Prospect Development - University of New Mexico Foundation, Inc.), <b>Lawrence Ryan</b> (Vice President of University Development - University of New Mexico Foundation), <b>Kelley Tetzlaff</b> (Director of Planned and Major Giving for the Pacific Region - Boys & Girls Clubs of America), <b>Nicole Powers</b> (Make-A-Wish® America)	<b>Tracey J. Church, MLIS</b> (Principal, Researcher & Charitable Sector Consultant - Tracey Church & Associates, Research + Consulting Services)	<b>Gareth F. Griffin</b> (Senior Director, Prospect Development - Massachusetts Institute of Technology), <b>Lori Hood Lawson, MLSc</b> (Co-founder and CEO - WorkingPhilanthropy.com), <b>Megan Horton</b> (Corporate & Foundation Relations Research Analyst - UC San Diego)	<b>Bond T. Lammey</b> (Managing Associate - Bentz Whaley Flessner), <b>Emily Walsh</b> (Vice President, Strategic Information Services - University of Arizona Foundation), <b>Sue Merrilees</b> (Advisor - Science Philanthropy Alliance), <b>Clint McCall</b> (Vice President, Principal Gifts and Campaigns - University of Arizona Foundation), <b>Beverly Duzik</b> (Director of Development - Desert Botanical Garden), <b>Daniel Bozard</b> (Vice President of Development - LSU Foundation)	<b>Lindsey Nadeau</b> (Director, Research & Relationship Management - George Washington University)	<b>Jason Michael Cherry</b> (Data Scientist - University of Colorado)	
Level:	Level II	Level I,II	Level II	Level I, II	Level I	Level I	Level II	
Icons:								








Thursday, August 1, 2019 - 1:15 p.m. - 2:00 p.m. (45min)

Track:	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran H & I Max: 110 Theater	Room: Grand Saguario North Max: 540 Rounds	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran J & K Max: 110 Theater
Session #:	2115	2125	2132	2135	2137	2148	2175	2185
Topic:	Segmenting Tiers of Wealth	Let's Talk About Transparency: BWF's Approach to Prospect Development	Moving Past Pyramids: A Data-Driven Approach to Lifecycle Analysis	Smarter, Faster, Strong: Unveiling The New iWave	Tableau for Excel Snobs	Power Your Research: Tips and Tools in a Flash!	Windfall Product Roadmap: A Fresh Approach to Propensity Modeling	The Fourth Industrial Revolution & Philanthropy: What AI Means for Fundraising
Speaker(s):	<b>Andrew Watson-Hogan</b> (Senior Director, Business Development - Wealth-X)	<b>Bond Lammey</b> (Managing Associate - Bentz Whaley Flessner), <b>Alexander Oftelie</b> (Managing Associate - Bentz Whaley Flessner)	<b>Michael Van Dyke</b> (Business Consultant, Principal - Blackbaud Target Analytics), <b>Carol Belair</b> (Senior Consultant - Blackbaud Target Analytics)	<b>Gerry Lawless</b> (Chief Technology Officer & Evangelist - iWave), <b>Jill McCarville</b> (VP Marketing - iWave)	<b>Glen Kendell</b> (President & CEO - Concourse Hosting)	<b>Sarah Tedesco</b> (Executive Vice President - DonorSearch), <b>Erin Troia</b> (Marketing Director - DonorSearch)	<b>Arup Banerjee</b> (CEO - Windfall)	<b>Lindsey Athanasiou</b> (VP of Sales - Gravyty)
Level:	Level II	Level I, II	Level I, II	Level I	Level I, II	Level I, II	Level I, II	Level II

Thursday, August 1, 2019 - 2:15 p.m. - 3:45 p.m. (90min)

Track:	Relationship Management	Strategic Management	Strategic Management	Prospect Research	Prospect Research	Prospect Research	Data Science	Campaigns
Room Names:	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran J & K Max: 110 Theater	Room: Grand Saguario North Max: 540 Rounds	Room: Grand Sonoran H & I Max: 110 Theater
Session #:	2072	2032	2041	2062	2022	2117	2082	2122
Topic:	Beyond Capacity: Wrangling Ratings for Fundraising Success	Empower Yourself to Improve Gift Officer Relationships	Managing for Innovation and Retention	The Million Donor Question: How the ACLU Identified Its Best Prospects During Times of Change	Biting Off as Much as You Can Chew: Managing the Wealth Screening Data Smorgasbord	How to Build Awareness Around Marginalized Identities: A Panel Discussion	Using Data Science to Improve Fundraiser Metrics and Optimize Portfolios	What Comes Next? A Panel Discussion of Post-Campaign Activities...
Speaker(s):	<b>Jon W. Garrow</b> (Director of Prospect Development - Montefiore Einstein), <b>Jessica Balsam</b> (Senior Director, Prospect Development - University of Washington)	<b>Kelli Michelle North</b> (Senior Development Research Analyst - University of Michigan)	<b>Sara Wuorinen</b> (Director of Research and Prospect Management - University of Colorado)	<b>Lexi Adams</b> (Deputy Director, Principal and Leadership Gifts - ACLU Foundation), <b>Joanna Jeros</b> (Associate Director, Prospect Management - American Civil Liberties Union (ACLU)), <b>Rachel S. Dakarian</b> (Prospect Research Analyst - ACLU)	<b>Kristina McFee Carroll</b> (Associate Director of Prospect Management - Iowa State University Foundation), <b>Tessa A. Fjelland</b> Associate Director - Research Strategies - Iowa State University Foundation), <b>Carol Belair</b>	<b>Eli Mendelson</b> (Director, Strategic Research - City of Hope), <b>Sharise Harrison</b> (Senior Director, Prospect Management and Analytics - Santa Clara University), <b>Lexi Hawley</b> (Point Foundation), <b>Steve Anthony Grimes, Jr.</b> (Director of Development Strategy and Analytics - Jazz at Lincoln Center)	<b>Janet L. Weimar</b> (Senior Prospect Management Analyst - University of Iowa Center for Advancement), <b>Gokul Murugesan, Data Analytics</b> (Senior Data Scientist - University of Iowa Center for Advancement)	<b>F. Nicholas Sollog, III</b> (Founder & CEO - The Sollog Group), <b>Jennifer Shimp-Bowerman</b> (Associate Vice President of Advancement Services - William & Mary), <b>Beth Trammell Inman</b> (National Director, Prospect Management - JDRF), <b>Mark DeFilippis</b> (Director, Prospect Development - The Nature
Level:	Level I,II	Level I, II	Level I, II	Level II	Level I, II	Level II	Level II	Level I, II
Icons:								

Thursday, August 1, 2019 - 4:15 p.m. - 5:15 p.m. (60min)

Track:	Relationship Management	Relationship Management	Strategic Management	Strategic Management	Prospect Research	Data Science	Campaigns	Campaigns
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran H & I Max: 110 Theater	Room: Grand Saguario North Max: 540 Rounds	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran J & K Max: 110 Theater
Session #:	2025	2096	2081	2001	2003	2060	2075	2094
Topic:	Prospect Management without Micro Management: Strategies for Small Teams	Setting Up a Campaign Prospect Pipeline - All This Data! Where Do We Go From Here?	Everything I Needed to Know About Talent Management I Learned from World of Warcraft	The Mindful Researcher	You Aren't Alone: Training Support Staff & Student Workers to Research	What Does "Big Data" Mean for Fundraising Analytics?	From the Heights of the Pyramids: Demystifying Campaign Pyramids One Stone At a Time	Revitalizing Prospect Management
Speaker(s):	<b>Kathleen Wieser</b> (Development Research Associate - Cleveland Clinic Foundation), <b>Steven Fitch</b> (Director, Prospect Management - Cleveland Clinic Foundation)	<b>Margaret J. Williams, MA</b> (Director of Prospect Research - University of South Dakota Foundation), <b>Thor Gesteland</b> (Assistant Director of Prospect Research - University of South Dakota Foundation)	<b>Adrian Annette Owen</b> (Assistant Vice President for Advancement Services - LSU Foundation)	<b>Christen Tarantino</b> (Director of Advancement Research - Saint Paul Academy and Summit School)	<b>Jessica Szadzewicz</b> (Assistant Director, Prospect Management and Research - Loyola University Chicago)	<b>Brett Lantz</b> (Senior Associate Director of Analytics - University of Michigan)	<b>Amy L. Carrier</b> (Senior Director, Advancement Information Management - Oregon State University Foundation)	<b>Carin Hunt</b> (Director of Advancement Operations - Washington and Lee University), <b>Tia Byrd</b> (Assistant Director of Prospect Development - Washington & Lee University)
Level:	Level I	Level II	Level I, II	Level I, II	Level I, II	Level II	Level I, II	Level II
Icons:								
Icons Key:	Recorded 	Healthcare 	Small Shop 		<p><b>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)</b></p> <p><b>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)</b></p>			

Friday, August 2, 2019 10:30 a.m. - 11:30 a.m. (60min)

Track:	Relationship Management	Relationship Management	Relationship Management	Strategic Management	Prospect Research	Prospect Research	Data Science	Campaigns
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran H & I Max: 110 Theater	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Saguaro North Max: 540 Rounds	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Saguaro South Max: 540 Rounds
Session #:	2057	2091	2019	2035	2030	2014	2010	2099
Topic:	Partnering with Gift Officers: Forecasting, Moves Management and Establishing a Policy	Portfolio Power & Relationship Management	Strategic Discussion – Stepping Away from Cleanup and Focusing on Meaningful Conversations	Key Metrics in Major Giving Fundraising	This or That: Saying No to Low-Impact Projects to Pave the Way for More Strategy	The Easy Button for Event Prep: Implementing a Proactive Event Briefing Process	Report Branding   Using Style with Substance to Generate Trust	Finding Challenges and Opportunities in a Nontraditional Campaign
Speaker(s):	Stacie L. Pagano (Prospect Management and Research Analyst - Saint Joseph's University)	Jennifer Shimp-Bowerman (Associate Vice President of Advancement Services - William & Mary)	Holly Weimer (Senior Prospect Management Specialist - The University of Georgia)	Doug Cogswell (President & CEO - ADVIZOR Solutions, Inc.)	Kathryn Frances Princo (Advancement Strategy Analyst - University of Colorado)	James T. Hess (Prospect Development Manager - University of Cincinnati Foundation), Jane Owsley (Assistant Director, Data Quality - University of Cincinnati Foundation)	John P Gough (Director of Reporting and Analytics - The University of Texas at Austin)	Mark DeFilippis (Director, Prospect Development - The Nature Conservancy)
Level:	Level I, II	Level I	Level I, II	Level I,II	Level I, II	Level I	Level I	Level I, II
Icons:								

Friday, August 2, 2019 - 11:45 a.m. - 12:30 p.m. (45min)





Track:	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions	Vendor Sessions
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran H & I Max: 110 Theater	Room: Grand Saguaro North Max: 540 Rounds	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Saguaro South Max: 540 Rounds
Session #:	2116	2126	2180	2176	2138	2150	2177	2184
Topic:	Using RFM Analytics to Perfect Your 'Ask'	What's New with Nexis for Development Professionals	Moving Past Pyramids: A Data-Driven Approach to Lifecycle Analysis	Let's Talk About Transparency: BWF's Approach to Prospect Development	Which Cloud is Right for You?	Identifying Next Generation Donors: Leveraging Social Media	How to Pinpoint your Best Prospects and Clients with Just a Click	Strategy Beyond Screening
Speaker(s):	Robert H Lane (CEO - Lane Services, LLC)	Ginger Cole (Product Manager/Account Manager, Nexis® Solutions division of LexisNexis® - LexisNexis)	Michael Van Dyke (Business Consultant, Principal - Blackbaud Target Analytics), Carol Belair (Senior Consultant - Blackbaud Target Analytics)	Bond Lammey (Managing Associate - Bentz Whaley Flessner), Alexander Oftelie (Managing Associate - Bentz Whaley Flessner)	Glen Kendell (President & CEO - Concourse Hosting)	Sarah Tedesco (Executive Vice President - DonorSearch)	Maxwell Pamphile (National Inside Sales Manager - WealthEngine)	Connor Kasey (Director, DonorScape - DonorScape   GG&A)
Level:	Level II	Level I	Level I, II	Level I, II	Level I, II	Level I, II	Level I	Level II

Friday, August 2, 2019 - 1:30 p.m. - 2:30 p.m. (60min)





Track:	Relationship Management	Strategic Management	Strategic Management	Prospect Research	Prospect Research	Prospect Research	Prospect Research	Campaigns
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran H & I Max: 110 Theater	Room: Grand Saguaro North Max: 540 Rounds	Room: Grand Saguaro South Max: 540 Rounds	Room: Grand Sonoran G Max: 400 Rounds
Session #:	2079	2108	2044	2129	2024	2039	2013	2110
Topic:	The Many-Faced God Has Many Names: Creating Prospect Personas for an Analytic Affinity Model	Demonstrating Success: Prospect Development Metrics at UC Berkeley	Virtual and Traditional Office Environments: Are They Created Equal?	Dynamic Small Major Gifts Events	Renew and Improve: Creating Research Products for Changing Organizations	Filling a Knowledge Gap: Investment Insights to Benefit Prospect Researchers and Fundraisers	Geographic Prospecting Using Excel Maps	\$6 Billion Plan - Campaign Success - Prospect Research, Data Analytics, Relationship Management
Speaker(s):	Jessica Weimer O'Connor (Director Research & Prospect Management - LSU Foundation) Rachel Veron (Director of Analytics - LSU Foundation)	Diana C Moore (Associate Director, Prospect Development - UC Berkeley)	Mark DeFilippis (Director, Prospect Development - The Nature Conservancy), Prisca Zaccaria (Senior Director, Prospect Development - University of Georgia)	Armando Zumaya (Acting Vice President of Development - Goodwill of San Francisco, San Mateo, Marin)	Kathleen Wieser (Development Research Associate - Cleveland Clinic Foundation)	Todd B. Sauer (Associate Director of Development Research - Johns Hopkins Institutions)	Jennifer Vincent (Manager of Prospect Development - UNC Wilmington)	Jaime Miranda (Senior Associate Director, Development Research - University of Southern California, University Advancement)
Level:	Level I, II	Level I, II	Level II	Level II	Level I, II	Level I, II	Level I	Level I, II
Icons:								






**Friday, August 2, 2019 - 2:45 p.m. - 3:45 p.m. (60min)**

Track:	Relationship Management	Relationship Management	Relationship Management	Strategic Management	Prospect Research	Data Science	Campaigns	Campaigns
Room Names:	Room: Grand Sonoran C & D Max: 110 Theater	Room: Gran Sonoran H & I Max: 110 Theater	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Saguaro North Max: 540 Rounds	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Saguaro South Max: 540 Rounds
Session #:	2061	2102	2105	2021	2090	2097	2098	2100
Topic:	Special Butterflies: The Metamorphosis of Unique Portfolios	I'll Be There For You: How to Build and Utilize Relationships to Get Buy-in for Research Projects	Herding the Cats: The Search for Working Productively with Fundraisers	Clue, Monopoly, Risk - Prospect Development as an International Game and How to Play It	Metrics Are Not Just for Fundraisers	Measuring Success: A Crash Course in Fundraising Dashboards Using Microsoft Power BI	What is the Right Funding Level Required to Optimize Your Next Campaign?	Data Strategies for a Successful Campaign
Speaker(s):	<b>Catherine J. Flaatten, MPH</b> (Associate Director, Relationship Management - The George Washington University) <b>Megan Tedeschi</b> (Senior Prospect Analyst - The George Washington University)	<b>Stephanie Brouwer</b> (Manager of Data and Research - Marian University Indianapolis)	<b>Cristi Hendry</b> (Director of Prospect Research and Management - San Diego State University)	<b>Ben Rymer</b> (Senior Manager - Prospect Research & Portfolio Management - Aga Khan University)	<b>Kelly Snyder</b> (Executive Director of Research and Analytics - Pennsylvania State University), <b>Brent Laskowski</b> (Associate Director, Research - Pennsylvania State University)	<b>Charles W. Bailey</b> (Director of Research and Data Operations - University of Oklahoma), <b>Bill Hamm</b> (Prospect Researcher - University of Oklahoma)	<b>Charles Headley</b> (Senior Executive Director of Development Services - Southern Methodist University)	<b>Caroline G. Oblack, Ed.M.</b> (Director, Research, Prospect Management & Analytics - Oregon Health & Science University Foundation)
Level:	Level II	Level I, II	Level II	Level II	Level II	Level I	Level II	Level I
Icons:								

**Friday, August 2, 2019 4:00 p.m. - 5:30 p.m. (90min)**

Track:	Relationship Management	Strategic Management	Strategic Management	Prospect Research	Prospect Research	Data Science	Data Science	Campaigns
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Saguaro North Max: 540 Rounds	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran H & I Max: 110 Theater	Room: Grand Saguaro South Max: 540 Rounds
Session #:	2112	2085	2063	2065	2031	2106	2006	2101
Topic:	Reporting & Visualization Techniques for Relationship Management	Leadership is Hard ... and that's ok	Unleashing Creativity through Connection	International Research in Asia or: How I Learned to Stop Worrying and Love Thinking Outside-the-Box	Flying Cowboys and Performing Hawkeyes: Discovering New Prospects Using an Interest-Based, Social Media-Driven Approach	Data Driven Strategies for Annual Giving: How Prospect Development Can Partner with Our Annual Giving Colleagues	Creating Unit-Specific Planned Gift Likelihood Ratings	Putting Together Pieces and Parts: Customize a Campaign for Your Cause-Related Organization
Speaker(s):	<b>Carrick Davis</b> (Director, Research & Prospect Management, University of Northern Colorado)	<b>Liz Rejman</b> (Director, Fundraising Operations - Pathways to Education Canada)	<b>Catherine J. Flaatten, MPH</b> (Associate Director, Relationship Management - The George Washington University)	<b>Krista Pierce</b> (Assistant Director of Prospect Development - Tufts University)	<b>Jacob Astley</b> (Director of Prospect Development - Oklahoma State University Foundation), <b>Nicholas James Teff, Ph.D.</b> (Data Scientist - University of Iowa Center for Advancement), <b>Kelsey Parman</b> (Prospect Management Analyst II, University of Iowa Center for Advancement), <b>Mike Nagel</b> (Customer Marketing Manager - EverTrue)	<b>F Nicholas Sollog, III</b> (Founder & CEO - The Sollog Group)	<b>Johnny Swinehart</b> (Advancement Strategy Analyst - University of Colorado), <b>Jason Michael Cherry</b> (Data Scientist - University of Colorado)	<b>Stephen M. Knight</b> (Director of Prospect Development - World Wildlife Fund US)
Level:	Level I	Level II	Level II	Level I	Level	Level I	Level I, II	Level I
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)
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**Saturday, August 3, 2019 - 8:00 a.m. - 9:00 a.m. (60min)**

Track:	Relationship Management	Relationship Management	Relationship Management	Strategic Management	Prospect Research	Prospect Research	Data Science	Campaigns
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Saguaro North Max: 540 Rounds	Room: Gran Sonoran H & I Max: 110 Theater	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Saguaro South Max: 540 Rounds
Session #:	2111	2020	2131	2130	2038	2026	2095	2080
Topic:	Tending the Crops: Growing a Data-Driven Program for Your Fundraising Pipeline	Building a Pipeline Through Collaborative Fundraising	Brick by Brick: Laying the Foundation for Relationship Management	Why Don't Our Nonprofits Look Like Our Communities?	Successful Trips for Your Fundraisers	30 Resources in 60 Minutes	Keep It Crisp: Starting Analytics Success through Constant Focus On the Why	Good to Great: Building a Culture of Transparency, Accountability, and Collaboration from the Ground Up
Speaker(s):	<b>Joanna Schofield</b> (Senior Associate Director of Relationship Management - Johns Hopkins)	<b>Leslie Romoli</b> (Manager of Prospect Research - NPR (West)), <b>Geoffrey Wiles</b> (Manager, Development Research - NPR)	<b>Marissa Todd, JD, MBA</b> (Development Director, Operations The Nelson-Atkins Museum of Art)	<b>Armando Enrique Zumaya</b> (Acting Vice President of Development - Goodwill of San Francisco, San Mateo, Marin)	<b>Trish Idarola</b> (Director of Prospect Development - University of New Mexico Foundation, Inc.)	<b>Kathleen Wieser</b> (Development Research Associate - Cleveland Clinic Foundation), <b>Steven Fitch</b> (Director, Prospect Management - Cleveland Clinic Foundation)	<b>Jeff Watson</b> (Director, Prospect Research and Management - Pomona College)	<b>Adrian Annette Owen</b> (Assistant Vice President for Advancement Services - LSU Foundation), <b>Daniel P Bozard</b> (Vice President for Development - LSU Foundation)
Level: 1 & 2	Level I	Level I	Level I	Level II	Level I	Level I	Level I	Level I, II
Icons:								

**Saturday, August 3, 2019 - 9:15 a.m.-10:15 a.m. (60min)**

Track:	Relationship Management	Relationship Management	Relationship Management	Relationship Management	Prospect Research	Prospect Research	Data Analytics	Strategic Management
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran C & D Max: 110 Theater	Room: Gran Sonoran H & I Max: 110 Theater	Room: Grand Saguaro North Max: 540 Rounds	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Saguaro South Max: 540 Rounds
Session #:	2067	2050	2071	2007	2086	2073	2054	2133
Topic:	Healthcare/Grateful Patient Pipeline that DO's are Excited About	A Little Bit of Everything: Being a Solo Researcher and Loving It!	Reimagining Possibilities, Designing Solutions and Finding New Hope in a CRM: A Salesforce Story	How to Win Friends and Influence Fundraisers: 5 Key Strategies for Successful Prospect Managers	Think Like a Fundraiser - Use Ratings and Prioritization Tools to Get Movement on New Prospects	Effective Time Management: The Key to Proactive Research	Analytics Beyond Excel	Wanted: Librarians and Bankers - Recruiting & Hiring for Prospect Development
Speaker(s):	<b>Jennifer Nettles</b> (Prospect Research Consultant - The Ohio State University), <b>Jodi Pinney</b> (Research Consultant - The Ohio State University Wexner Medical Center), <b>Donna Wolf</b> (Associate Director - The Ohio State University Wexner Medical Center)	<b>Selene Hur, MIST</b> (Manager, Prospect Development & Research - YMCA of Greater Toronto)	<b>Briana Cons</b> (Senior Director of Research and Prospect Management - ASU Enterprise Partners), <b>Lindsay Harkins</b> (ASU Enterprise Partners), <b>Melissa Kwilosz</b> (Chief Information Officer - ASU Enterprise Partners)	<b>Stephanie Brouwer</b> (Manager of Data and Research - Marian University Indianapolis)	<b>Cindy Teron</b> (Associate Director, Prospect Development - Purdue Research Foundation), <b>Susan O'Shea</b> (Senior Director, Prospect Development - Purdue Research Foundation)	<b>Gisela Simental</b> (Sr. Development Researcher - University of Texas at El Paso)	<b>David Schemitsch</b> (Associate Director of Data Science - Columbia University)	<b>Kari Stokosa</b> (Managing Director - Research & Prospect Management - Wisconsin Foundation & Alumni Association)
Level:	Level I, II	Level I, II	Level II	Level I, II	Level I, II	Level I	Level I	Level I, II
Icons:								

**Saturday, August 3, 2019 - 10:30 a.m. - 11:30 a.m. (60min)**

Track:	Relationship Management	Strategic Management	Strategic Management	Prospect Research	Prospect Research	Prospect Research	Data Analytics	Campaigns
Room Names:	Room: Grand Sonoran A & B Max: 110 Theater	Room: Grand Sonoran C & D Max: 110 Theater	Room: Grand Sonoran F Max: 400 Rounds	Room: Grand Sonoran H & I Max: 110 Theater	Room: Grand Saguaro North Max: 540 Rounds	Room: Grand Sonoran G Max: 400 Rounds	Room: Grand Sonoran E Max: 400 Rounds	Room: Grand Saguaro South Max: 540 Rounds
Session #:	2046	2012	2011	2027	2179	2069	2000	2077
Topic:	Bringing New Life to Prospect Development Meetings	Let Me Tell You 'Bout My Best Friend: A Tactical Approach to Building Relationships with Development Officers	Measuring the Measurers   Developing Performance Metrics for Data Analysts	Children of Notable Parents: Targeted Segmentation to Identify Families of Wealth	Showcasing Your Value: Prospect Development as a Revenue Generator in the Age of Big Data	Grateful Scholars: Do High-Achieving Alumni Give Back?	DIY: Alumni Engagement Score	Essentials for Campaign-Focused Executive Portfolio Reviews
Speaker(s):	<b>Julie Craig</b> (Sr Director of Prospect Analytics and Research - KSU Foundation)	<b>Andrea Holland, MLIS</b> (Assistant Director of Relationship Management - University of Colorado)	<b>John P Gough</b> (Director of Reporting and Analytics - The University of Texas at Austin)	<b>Amanda Ward</b> (Director of Research and Relationship Management - Rollins College)	<b>Nathan Fay</b> (Associate Vice President, Prospect Development - City of Hope)	<b>Mitch Roberson</b> (Senior Research Specialist - Vanderbilt University)	<b>Lauren Dixson</b> (Director of Development Services - Drake University)	<b>Lindsey Nadeau</b> (Director, Research & Relationship Management - George Washington University)
Level:	Level II	Level I, II	Level I	Level II	Level I	Level I, II	Level I	Level I