









ALL TIMES IN CT	DAY 1 - Tuesday, July 27, 2021			
9:00 AM - 9:30 AM	Attendee Test System Check			
9:30 AM - 9:45 AM	Break			
9:45 AM - 11:00 AM	<p style="text-align: center;">Welcome & Opening Keynote 4086</p> <p style="text-align: center;">Unstoppable Resilience: The Keys to Staying Strong During Any Crisis Shola Richards Go Together Global Level I</p>			
11:00 AM - 11:30 AM	Break			
11:30 AM - 12:30 PM	<p style="text-align: center;">Virtual Breakout Room 1 *60-minute 4071</p> <p style="text-align: center;">News vs. Noise: Action-Oriented News Alerts Brianna Chew, Jenny Ma, N. Dori Watanabe University of California, Irvine Level I</p>	<p style="text-align: center;">Virtual Breakout Room 2 *60-minute 4084</p> <p style="text-align: center;">The Metrics Gambit: Developing a Culture of Accountability During a Strategic Pivot Jessica Weimer O'Connor, Krista Allen Raney Louisiana State University Foundation Level I</p>	<p style="text-align: center;">Virtual Breakout Room 3 *60-minute 4067</p> <p style="text-align: center;">Diving Into the DEI-tabase: Partnering with Frontline to Build a More Inclusive Donor Base Chantal Bonitto, CARE USA Aileen Lian, Erika Yanez Planned Parenthood Federation of America Level I *LIVE SESSION ONLY</p>	<p style="text-align: center;">Virtual Breakout Room 4 *60-minute 4011</p> <p style="text-align: center;">Leveraging Data to Improve Healthcare Fundraising Results Doug Cogswell, The Pursuant Group, Inc. Eugenie Packer, Mount Sinai Health System Paul Silver, Medical and Health Sciences Foundation - University of Pittsburgh and UPMC Level II</p>
BODY OF KNOWLEDGE ICONS:				
12:30 PM - 1:00 PM	Break			
1:00 PM - 2:00 PM	<p style="text-align: center;">Virtual Breakout Room 1 *60-minute 4005</p> <p style="text-align: center;">Diversity, Equity, and Inclusion for Prospect Researchers in Healthcare Kristal Enter Massachusetts General Hospital Level I</p>	<p style="text-align: center;">Virtual Breakout Room 2 *60-minute 4085</p> <p style="text-align: center;">Get in the Driver's Seat: Defining and Promoting Your Role as a Leader in Prospect Development Beth Trammell Inman Colby College Level I</p>	<p style="text-align: center;">Virtual Breakout Room 3 *60-minute 4082</p> <p style="text-align: center;">Don't Stop Achievin': A Goal Planning Journey Anne Dean, Catherine Flaatten The George Washington University Level II</p>	<p style="text-align: center;">Virtual Breakout Room 4 *60-minute 4069</p> <p style="text-align: center;">Modernizing Moves Management with Data Visualization Kristin Burgarello, Elisa Davis, Anna Jakubowski University of Nevada, Reno Level II</p>
BODY OF KNOWLEDGE ICONS:				
2:00 PM - 2:15 PM	Break			
2:15 PM - 3:00 PM	Vendor Engagement			
3:00 PM - 4:00 PM	Opening Networking Experience			





ALL TIMES IN CT

DAY 2 - Wednesday, July 28, 2021

9:00 AM - 9:30 AM	Coffee & Connect			
9:30 AM - 10:00 AM	Break			
10:00 AM - 11:00 AM	<p>Apra Talks</p> <p>Communications can be Hard. Words are Important.</p> <p>Suzi Elzie-Tuttle, University of California, Berkeley Cara Giacomini, Council for Advancement and Support of Education Paul Wiklanski, University of Michigan</p> <p>Level I</p>			
11:00 AM - 11:30 AM	Break			
11:30 AM - 12:45 PM	<p>Virtual Breakout Room 1</p> <p>*75-minute</p> <p>4047</p> <p>A Survey of International Prospect Research Strategies and Context</p> <p>Betsy Mehlman Society for Advancement of Education, Jerusalem Ben Rymer Aga Khan University Level II</p>	<p>Virtual Breakout Room 2</p> <p>*75-minute</p> <p>4029</p> <p>Leadership in Diversity, Equity, & Inclusion: My Experience as a Case Study</p> <p>Sharise Harrison Santa Clara University Level II</p>	<p>Virtual Breakout Room 3</p> <p>*75-minute</p> <p>4013</p> <p>Beyond Portfolios and Prospect Research</p> <p>Rachel Richards, Matthew White Utah State University Level II</p>	<p>Virtual Breakout Room 4</p> <p>*75-minute</p> <p>4039</p> <p>Creating a Cultural Shift: 7 Steps to Elevating Prospect Research and Data-Driven Decisions to Achieve Fundraising Goals</p> <p>Julie Fregetto, Lutheran Immigration and Refugee Service Jennifer Salmon, Evangelical Lutheran Church in America Level I</p>
BODY OF KNOWLEDGE ICONS:				
12:45 PM - 1:15 PM	Break			
1:15 PM - 2:00 PM	<p>Vendor Session Breakout Room 1</p> <p>*45-minute</p>	<p>Vendor Session Breakout Room 2</p> <p>*45-minute</p>	<p>Vendor Session Breakout Room 3</p> <p>*45-minute</p>	<p>Vendor Session Breakout Room 4</p> <p>*45-minute</p>
2:00 PM - 2:30 PM	Break			
2:30 PM - 3:30 PM	<p>Virtual Breakout Room 1</p> <p>*60-minute</p> <p>4059</p> <p>This is the Way: Developing a Proactive Prospect Program</p> <p>Amanda LeGasse, Kathleen Pagkos University at Buffalo Level I</p>	<p>Virtual Breakout Room 2</p> <p>*60-minute</p> <p>4035</p> <p>Identifying Major Gift Prospects: Challenges and Innovations During COVID-19</p> <p>Rachel Dakarian American Civil Liberties Union Foundation Elizabeth Roma The Obama Foundation Level I</p> <p>* LIVE SESSION ONLY</p>	<p>Virtual Breakout Room 3</p> <p>*60-minute</p> <p>4019</p> <p>Want to be a Director? - Going from Researcher to Development Director</p> <p>Jason Briggs PyroTalks CIC Level II</p>	<p>Virtual Breakout Room 4</p> <p>*60-minute</p> <p>4037</p> <p>KonMari Your Portfolio: Teaching Gift Officers the Life Changing Magic of Objective Portfolio Management</p> <p>Paul Wiklanski University of Michigan Level I</p>
BODY OF KNOWLEDGE ICONS:				

ALL TIMES IN CT	DAY 3 - Thursday, July 29, 2021			
9:00 AM - 9:30 AM	Coffee & Connect			
9:30 AM - 10:00 AM	Break			
10:00 AM - 11:00 AM	<p style="text-align: center;">4083</p> <p style="text-align: center;">DON'T PANIC! A Panel Perspective on Adapting Advancement in COVID-19</p> <p style="text-align: center;">Jessica Weimer O'Conner, Rachel Veron, LSU Foundation Ron Song, UC Irvine Jeff Hill, The University of North Carolina at Chapel Hill Becky Fullmer, University of Cincinnati Leslie Schibsted, UC Berkeley</p> <p style="text-align: center;">Level I</p>			
11:00 AM - 11:30 AM	Break			
11:30 AM - 12:45 PM	Virtual Breakout Room 1 *75-minute	Virtual Breakout Room 2 *75-minute	Virtual Breakout Room 3 *75-minute	Virtual Breakout Room 4 *75-minute
	<p style="text-align: center;">4014</p> <p style="text-align: center;">Portfolio Reveals</p> <p style="text-align: center;">Jennifer Schofield, Jaime Yager University of Colorado</p> <p style="text-align: center;">Level I</p>	<p style="text-align: center;">4025</p> <p style="text-align: center;">The Fundraiser Scorecard: Simple, Effective Fundraising Metrics</p> <p style="text-align: center;">David Lively Northwestern University Erin Lynch Moran The Solas Group</p> <p style="text-align: center;">Level II</p>	<p style="text-align: center;">4052</p> <p style="text-align: center;">Chasing Alpha with SEC Data</p> <p style="text-align: center;">David Schemitsch Columbia University</p> <p style="text-align: center;">Level II</p>	<p style="text-align: center;">4050</p> <p style="text-align: center;">A Giving Pyramid Model: Wealth Screening to Strategy</p> <p style="text-align: center;">Kara Mehrkens Illinois Wesleyan University Carlo Robustelli Dickinson College</p> <p style="text-align: center;">Level I</p>
BODY OF KNOWLEDGE ICONS:				
12:45 PM - 1:00 PM	Break			
1:00 PM - 1:45 PM	Vendor Session Breakout Room 1 *45-minute	Vendor Session Breakout Room 2 *45-minute	Vendor Session Breakout Room 3 *45-minute	Vendor Session Breakout Room 4 *45-minute
1:45 PM - 2:15 PM	Vendor Engagement			
2:15 PM - 2:30 PM	Break			
2:30 PM - 3:30 PM	Virtual Breakout Room 1 *60-minute	Virtual Breakout Room 2 *60-minute	Virtual Breakout Room 3 *60-minute	Virtual Breakout Room 4 *60-minute
	<p style="text-align: center;">4033</p> <p style="text-align: center;">Targeting Your Bullseyes: Inform Your Internal Prospecting</p> <p style="text-align: center;">Michael Boyd The Climate Reality Project Sarah Price BWF</p> <p style="text-align: center;">Level I</p>	<p style="text-align: center;">4054</p> <p style="text-align: center;">Use the Force! Insights, Intuition, and Trust</p> <p style="text-align: center;">Lori Hood Lawson UC Innovation Liz Rejman Pathways to Education Canada</p> <p style="text-align: center;">Level II</p>	<p style="text-align: center;">4053</p> <p style="text-align: center;">From Identification to Portfolio Action: A Blueprint for Creating a Proactive Prospect Identification and Pipeline Management Program</p> <p style="text-align: center;">Grace Dulanto, Justin Williams Smithsonian Institution Lauren Turner Teach for America</p> <p style="text-align: center;">Level I</p>	<p style="text-align: center;">4043</p> <p style="text-align: center;">I'll Be There for You: Campaign Planning Partnerships</p> <p style="text-align: center;">Sarah Daly, Paula Voyles Southern Methodist University</p> <p style="text-align: center;">Level I</p>
BODY OF KNOWLEDGE ICONS:				
3:30 PM - 4:30 PM	Networking Experience			

ALL TIMES IN CT	DAY 4 - Friday, July 30, 2021			
9:00 AM - 10:00 AM	General Session: Lessons Learned			
10:00 AM - 10:30 AM	Break			
10:30 AM - 11:30 AM	Virtual Breakout Room 1 *60-minute 4015 The Great Balancing Act: How to run a database screen when you're a shop of one Caitlin Gilmore Defenders of Wildlife Level I	Virtual Breakout Room 2 *60-minute 4070 Positioned For Success: Taking the leap from Salaried to Self-Employed Regina Alhassan ResearchPRO, LLC Level I	Virtual Breakout Room 3 *60-minute 4032 Do It Yourself Relationship Mapping Marianne Pelletier Staupell Analytics Group Level II *LIVE SESSION ONLY	Virtual Breakout Room 4 *60-minute 4049 Getting Everyone to Take an Interest in Interests Kari Stokosa Wisconsin Foundation & Alumni Association Level II
BODY OF KNOWLEDGE ICONS:				
11:30 AM - 12:00 PM	Break			
12:00 PM - 1:00 PM	Virtual Breakout Room 1 *60-minute 4030 Designing a CFR Prospect Development Toolkit Katie Gamades, Alisa Lamont University of St. Thomas Level I	Virtual Breakout Room 2 *60-minute 4009 Meetings that Matter: Driving Fundraising Success Through Deliberate Planning Jacqui Coones Missouri State University Bond Lammey BWF Level I	Virtual Breakout Room 3 *60-minute 4078 Boost Annual Fund Effectiveness with Python's Data Science Ecosystem Joseph Debraggio, Evan Williams Georgetown University Law Center Level II	Virtual Breakout Room 4 *60-minute 4081 Starting from Scratch: Building Thirty Portfolios in Six Weeks Ashley Mick, Fallon Morris Louisiana State University Foundation Level I
BODY OF KNOWLEDGE ICONS:				
1:05 PM - 1:30 PM	Closing Remarks			

	ICONS:
Healthcare	
Coporate & Foundation Relations	
Cause-based	
Arts & Museums	

BODY OF KNOWLEDGE TRACKS:
<i>Campaigns</i>
<i>Data Science</i>
<i>Prospect Research</i>
<i>Relationship Management</i>
<i>Leadership and Professional Development</i>

Updated on 3/17/2021

Please note all registered virtual attendees will receive all session recordings unless noted in red in the session grid. Subject to change.