







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;"><b>Welcome &amp; Opening Keynote</b> 4086 <b>Unstoppable Resilience: The Keys to Staying Strong During Any Crisis</b> 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;"><b>Virtual Breakout Room 1</b> *60-minute 4071</p>	<p style="text-align: center;"><b>Virtual Breakout Room 2</b> *60-minute 4084</p>	<p style="text-align: center;"><b>Virtual Breakout Room 3</b> *60-minute 4067</p>	<p style="text-align: center;"><b>Virtual Breakout Room 4</b> *60-minute 4011</p>	
	<p style="text-align: center;"><b>News vs. Noise: Action-Oriented News Alerts</b> Brianna Chew, Jenny Ma University of California, Irvine Level I</p>	<p style="text-align: center;"><b>The Metrics Gambit: Developing a Culture of Accountability During a Strategic Pivot</b> Jessica Weimer O'Connor, Krista Allen Raney Louisiana State University Foundation Level I</p>	<p style="text-align: center;"><b>Diving Into the DEI-tabase: Partnering with Frontline to Build a More Inclusive Donor Base</b> Chantal Bonitto, CARE USA Aileen Lian, Erika Yanez Planned Parenthood Federation of America Level I <b>*LIVE SESSION ONLY</b></p>	<p style="text-align: center;"><b>Leveraging Data to Improve Healthcare Fundraising Results</b> Doug Cogswell, The Pursuant Group, Inc. Eugenie Packer, Mount Sinai Health System Lauren Montenegro, Einstein Healthcare Network 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;"><b>Virtual Breakout Room 1</b> *60-minute 4005</p>	<p style="text-align: center;"><b>Virtual Breakout Room 2</b> *60-minute 4085</p>	<p style="text-align: center;"><b>Virtual Breakout Room 3</b> *60-minute 4082</p>	<p style="text-align: center;"><b>Virtual Breakout Room 4</b> *60-minute 4032</p>	
	<p style="text-align: center;"><b>Diversity, Equity, and Inclusion for Prospect Researchers in Healthcare</b> Kristal Enter Massachusetts General Hospital Level I</p>	<p style="text-align: center;"><b>Get in the Driver's Seat: Defining and Promoting Your Role as a Leader in Prospect Development</b> Beth Trammell Inman Colby College Level I</p>	<p style="text-align: center;"><b>Don't Stop Achievin': A Goal Planning Journey</b> Anne Dean, Catherine Flaatten The George Washington University Level II</p>	<p style="text-align: center;"><b>Do It Yourself Relationship Mapping</b> Marianne Pelletier Staupell Analytics Group Level II <b>*LIVE SESSION ONLY</b></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		Virtual Breakout Room 1 *30-minute		Virtual Breakout Room 2 *30-minute		Virtual Breakout Room 3 *30-minute		Virtual Breakout Room 4 *30-minute	
		4093 <b>Coffee &amp; Connect: Covid Check-In</b> Jessica O'Connor, LSU Foundation Level I		4094 <b>Coffee &amp; Connect: Shop of One Discussion</b> Rachael Walker, Western Carolina University Level I		4095 <b>Coffee &amp; Connect: Meet the DEI Committee</b> Preeti Gill, Covenant House Vancouver Level I		4096 <b>Coffee &amp; Connect: First-Time Attendees</b> Janet Weimar, University of Iowa Center for Advancement Level I	
9:30 AM - 10:00 AM		Break							
10:00 AM - 11:00 AM		4104 <b>Apra Talks</b> <b>Communications can be Hard. Words are Important.</b> Suzi Elzie-Tuttle, University of California, Berkeley Cara Giacomini, Council for Advancement and Support of Education Paul Wiklanski, University of Michigan Level I							
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	
		4047 <b>A Survey of International Prospect Research Strategies and Context</b> Betsy Mehlman Society for Advancement of Education, Jerusalem Ben Rymer Aga Khan University Level II		4029 <b>Leadership in Diversity, Equity, &amp; Inclusion: My Experience as a Case Study</b> Sharise Harrison Santa Clara University Level II		4013 <b>Beyond Portfolios and Prospect Research</b> Rachel Richards, Matthew White Utah State University Level II		4039 <b>Creating a Cultural Shift: 7 Steps to Elevating Prospect Research and Data-Driven Decisions to Achieve Fundraising Goals</b> Julie Fregetto, Lutheran Immigration and Refugee Service Jennifer Salmon, Evangelical Lutheran Church in America Level I	
BODY OF KNOWLEDGE ICONS:									
12:45 PM - 1:15 PM		Break							
1:15 PM - 2:00 PM		Virtual Breakout Room 1 *45-minute		Virtual Breakout Room 2 *45-minute		Virtual Breakout Room 3 *45-minute		Virtual Breakout Room 4 *45-minute	
		4087 <b>Data Slayers – and the New World of Prospect Development</b> Nathan Chappell DonorSearch Level I		4101 <b>Smarter, Faster, Stronger: The Latest Game-Changing Technology for Prospect Development</b> Jill McCarville, Dawn Galasso IWave Level I		4089 <b>Due Diligence for Prospect Development: Tips to Mitigate Risk with Wealth-X</b> Tom Hill, David Garcia Wealth-X Level I		4092 <b>Tracking Prospects Through News Media</b> Jay Gupta AlmaConnect Level II	
2:00 PM - 2:30 PM		Break							

<b>2:30 PM - 3:30 PM</b>	<b>Virtual Breakout Room 1</b> *60-minute	<b>Virtual Breakout Room 2</b> *60-minute	<b>Virtual Breakout Room 3</b> *60-minute	<b>Virtual Breakout Room 4</b> *60-minute
	4059 <b>This is the Way: Developing a Proactive Prospect Program</b> Amanda LeGasse University at Buffalo Level I	4035 <b>Identifying Major Gift Prospects: Challenges and Innovations During COVID-19</b> Rachel Dakarian American Civil Liberties Union Foundation Elizabeth Roma The Obama Foundation Level I <b>* LIVE SESSION ONLY</b>	4019 <b>Want to be a Director? - Going from Researcher to Development Director</b> Jason Briggs PyroTalks CIC Level II	4037 <b>KonMari Your Portfolio: Teaching Gift Officers the Life Changing Magic of Objective Portfolio Management</b> Paul Wiklanski University of Michigan Level I
<b>BODY OF KNOWLEDGE ICONS:</b>				

<b>ALL TIMES IN CT</b>	<b>DAY 3 - Thursday, July 29, 2021</b>			
	<b>Virtual Breakout Room 1</b> *30-minute	<b>Virtual Breakout Room 2</b> *30-minute	<b>Virtual Breakout Room 3</b> *30-minute	<b>Virtual Breakout Room 4</b> *30-minute
<b>9:00 AM - 9:30 AM</b>	4097 <b>Coffee &amp; Connect: COVID Check-In</b> Stephanie Brouwer Level I	4098 <b>Coffee &amp; Connect: Apra Board Spotlight</b> Rodger Devine, USC Level I	4099 <b>Coffee &amp; Connect: Chapter Summit Meetup</b> Julie Craig, Kansas State University Foundation Level I	4100 <b>Coffee &amp; Connect: DEI Data Guide Overview, Brought to You by Apra's Ethics and Compliance Committee</b> Megan Horton, UC San Diego Jenn Schlager, Trinity Health Level I
<b>9:30 AM - 10:00 AM</b>	<b>Break</b>			
<b>10:00 AM - 11:00 AM</b>	4083 <b>DON'T PANIC! A Panel Perspective on Adapting Advancement in COVID-19</b> 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 Level I			
<b>11:00 AM - 11:30 AM</b>	<b>Break</b>			

11:30 AM - 12:45 PM	<b>Virtual Breakout Room 1</b> *75-minute	<b>Virtual Breakout Room 2</b> *75-minute	<b>Virtual Breakout Room 3</b> *75-minute	<b>Virtual Breakout Room 4</b> *75-minute
	4014 <b>Portfolio Reveals</b> Jennifer Schofield, Jaime Yager University of Colorado Level I	4025 <b>The Fundraiser Scorecard: Simple, Effective Fundraising Metrics</b> David Lively Northwestern University Erin Lynch Moran The Solas Group Level II	4052 <b>Chasing Alpha with SEC Data</b> David Schemitsch Columbia University Level II	4050 <b>A Giving Pyramid Model: Wealth Screening to Strategy</b> Kara Mehrkens Illinois Wesleyan University Carlo Robustelli Dickinson College Level I
<b>BODY OF KNOWLEDGE ICONS:</b>				
12:45 PM - 1:00 PM	<b>Break</b>			
1:00 PM - 1:45 PM	<b>Virtual Breakout Room 1</b> *45-minute	<b>Virtual Breakout Room 2</b> *45-minute	<b>Virtual Breakout Room 3</b> *45-minute	<b>Virtual Breakout Room 4</b> *45-minute
	4090 <b>Reimagine your Rolodex: Expanding your Network with WealthEngine</b> Madeline Gallagher, Dustin Kiernan WealthEngine Level I	4088 <b>21st Centruy Prospecting</b> Alexander Oftelie BWF Level I	4102 <b>Precise Net Worth vs. Gift Capacity: Don't Let Hidden Gems Fall Through the Cracks</b> Arup Banerjee Windfall Level I	4103 <b>A Lifestyle Approach to Annual Giving</b> Steph McCluskey Blackbaud Level I
1:45 PM - 2:15 PM	<b>Vendor Engagement</b>			
2:15 PM - 2:30 PM	<b>Break</b>			
2:30 PM - 3:30 PM	<b>Virtual Breakout Room 1</b> *60-minute	<b>Virtual Breakout Room 2</b> *60-minute	<b>Virtual Breakout Room 3</b> *60-minute	<b>Virtual Breakout Room 4</b> *60-minute
	4033 <b>Targeting Your Bullseyes: Inform Your Internal Prospecting</b> Michael Boyd The Climate Reality Project Sarah Price BWF Level I	4054 <b>Use the Force! Insights, Intuition, and Trust</b> Lori Hood Lawson UC Innovation Liz Rejman Pathways to Education Canada Level II	4053 <b>From Identification to Portfolio Action: A Blueprint for Creating a Proactive Prospect Identification and Pipeline Management Program</b> Grace Dulanto, Justin Williams Smithsonian Institution Lauren Turner Teach for America Level I	4043 <b>I'll Be There for You: Campaign Planning Partnerships</b> Sarah Daly, Paula Voyles Southern Methodist University Level I
<b>BODY OF KNOWLEDGE ICONS:</b>				
3:30 PM - 4:30 PM	<b>Networking Experience</b>			

ALL TIMES IN CT	DAY 4 - Friday, July 30, 2021			
9:00 AM - 10:00 AM	<p style="text-align: center;">4091  <b>President's Panel: Apra Leaders reflect on the past and plan for the future</b>            Milagro (Misa) Lobato, Rhode Island School of Design            Melissa Bank Stepno, Blackbaud, Inc.            Bond Lammey, BWF            Sharise Harrison, Santa Clara University            Level I</p>			
10:00 AM - 10:30 AM	Break			
10:30 AM - 11:30 AM	<b>Virtual Breakout Room 1</b> *60-minute	<b>Virtual Breakout Room 2</b> *60-minute	<b>Virtual Breakout Room 3</b> *60-minute	<b>Virtual Breakout Room 4</b> *60-minute
	<p style="text-align: center;">4015  <b>The Great Balancing Act: How to run a database screen when you're a shop of one</b>            Caitlin Gilmore            Defenders of Wildlife            Level I</p>	<p style="text-align: center;">4070  <b>Positioned For Success: Taking the leap from Salaried to Self-Employed</b>            Regina Alhassan            ResearchPRO, LLC            Level I</p>	<p style="text-align: center;">4069  <b>Modernizing Moves Management with Data Visualization</b>            Kristin Burgarello, Elisa Davis,            Anna Jakubowski            University of Nevada, Reno            Level II</p>	<p style="text-align: center;">4049  <b>Getting Everyone to Take an Interest in Interests</b>            Kari Stokosa            Wisconsin Foundation &amp; Alumni Association            Level II</p>
BODY OF KNOWLEDGE ICONS:				
11:30 AM - 12:00 PM	Break			
12:00 PM - 1:00 PM	<b>Virtual Breakout Room 1</b> *60-minute	<b>Virtual Breakout Room 2</b> *60-minute	<b>Virtual Breakout Room 3</b> *60-minute	<b>Virtual Breakout Room 4</b> *60-minute
	<p style="text-align: center;">4030  <b>Designing a CFR Prospect Development Toolkit</b>            Katie Gamades, Alisa Lamont            University of St. Thomas            Level I</p>	<p style="text-align: center;">4009  <b>Meetings that Matter: Driving Fundraising Success Through Deliberate Planning</b>            Jacqui Coones            Missouri State University            Bond Lammey            BWF            Level I</p>	<p style="text-align: center;">4078  <b>Boost Annual Fund Effectiveness with Python's Data Science Ecosystem</b>            Joseph Debraggio, Evan Williams            Georgetown University Law Center            Level II</p>	<p style="text-align: center;">4081  <b>Starting from Scratch: Building Thirty Portfolios in Six Weeks</b>            Ashley Mick, Fallon Morris            Louisiana State University Foundation            Level I</p>
BODY OF KNOWLEDGE ICONS:				
1:05 PM - 1:30 PM	Closing Remarks			

	ICONS:
Healthcare	
Corporate & 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 7/21/2021

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