

Time	Track	Presentation Titles	Presenters	Room
8:30am - 9:30am	Registration/Breakfast			Kimmel Lobby; 4th Floor Rooms
9:30am - 10:45am	<i>Prospect Research</i>	Ready for a Capital Campaign? How to Determine Your Organization's Campaign Readiness	Andrew Navarette, Director of Campaigns & Major Gifts, LAPA Fundraising Brian Dhaniram, Senior Development Associate, LAPA Fundraising	405
9:30am - 10:45am	<i>Data Analytics</i>	Feel the Churn! How to Implement Prospect Aging and Accelerate Pipeline Movement	Catherine Flaatten, Director of Research & Relationship Management, The George Washington University Lindsey Nadeau, Senior Director of Prospect Development, UNICEF USA	406
9:30am - 10:45am	<i>Personal Development</i>	Breaking Barriers in Development	Erynn Sarno, Director of Prospect Research, Mount Sinai Stephanie Rigione, Director of Prospect Strategy & Management, Mount Sinai	Eisner & Lubin Auditorium
10:45am - 11:00am	15 Minute Break			
11:00am - 12:15pm	<i>Prospect Research</i>	Where (in the world) To Start?: Creating an International Program	Myrna Ghorayeb, Associate Counsel, Marts & Lundy Sharon Lin, Development & Alumni Relations, Yale School of Management	405
11:00am - 12:15pm	<i>Data Analytics</i>	Integrating Data Analytics into Your Fundraising Department: A Primer	Steve Grimes, Director, Development Analytics and Strategy, Jazz at Lincoln Center	406
11:00am - 12:15pm	<i>Personal Development</i>	Building Prospect Management	Elizabeth De Velasco, Director of Prospect Development, Memorial Sloan Kettering	Eisner & Lubin Auditorium
12:15pm - 12:30pm	15 Minute Break			
12:30pm - 2:00pm	Lunch and Keynote			Rosenthal, 10th Floor
2:00pm - 2:15pm	15 Minute Break			
2:15pm - 3:05pm	<i>Prospect Research</i>	Planned Giving: Prospecting for Frontline Success	Elyse Leavy, Planned Gift Officer, National Resource Defense Council	405
2:15pm - 3:05pm	<i>Data Analytics</i>	Major Gift Prospecting: The Art and Science of Major Gift Scoring	Sarah Wells, Director of Major Gifts, Stevens Institute of Technology Mary Mulrenin, Stevens Institute of Technology	406
2:15pm - 3:05pm	<i>Personal Development</i>	Power Profiles for Power Researchers	Rannie McCants, Development Research Associate, The Public Theater Sheela Sur, Assistant Director of Information and Data Analytics, The Public Theater	Eisner & Lubin Auditorium
3:05pm - 3:10pm	5 Minute Break			
3:10pm - 3:50pm	<i>Prospect Research</i>	Prospecting on a Budget: From Resource-Rich to Resourceful Resourcing!	Jaclyn Kramer, Development Director, Volunteer Lawyers for Justice	405
3:10pm - 3:50pm	<i>Data Analytics</i>	Actionable Data, How To Drive Your Mid-Level Program	Michael Mielcarek, Vice President, Analytics & Insights Strategy, Pursuant	406
3:10pm - 3:50pm	<i>Personal Development</i>	Don't Underestimate Me.	Cecilia Hogan	Eisner & Lubin Auditorium
4:00pm - 5:00pm	Cocktail Hour			Rosenthal, 10th Floor

Prospect Research

Data Analytics

Personal Development