

SCHEDULE AT-A-GLANCE

Wednesday, June 18

4:00 p.m. – 7:00 p.m. Registration open
 6:00 p.m. – 8:00 p.m. Welcome reception


Thursday, June 19

8:00 a.m. – 9:00 a.m. Breakfast and welcome address by Charlie Cumbaa, Sr. VP of Products & Services, Blackbaud, Inc.
 9:00 a.m. – 10:15 a.m. Breakout sessions
 10:30 a.m. – 11:45 a.m. Breakout sessions
 12:00 p.m. – 1:30 p.m. Networking lunch with keynote address by Paul G. Schervish, director of Center on Wealth and Philanthropy, Boston College
 1:45 p.m. – 3:00 p.m. Breakout sessions
 3:00 p.m. – 3:30 p.m. Break
 3:30 p.m. – 4:45 p.m. Breakout sessions
 7:00 p.m. Evening event at Fenway Park

Friday, June 20

8:00 a.m. – 9:00 a.m. Breakfast
 9:00 a.m. – 10:15 a.m. Breakout sessions
 10:30 a.m. – 11:45 a.m. Breakout sessions
 12:00 p.m. – 1:00 p.m. Farewell lunch

SESSION SCHEDULE

	Thursday, 9:00 a.m.	Thursday, 10:30 a.m.	Thursday, 1:45 p.m.	Thursday, 3:30 p.m.	Friday, 9:00 a.m.	Friday, 10:30 a.m.
Advancement	Web 2.0 Demystified: What It Is and What It Can Mean to Your Institution (Brian Dowling & Steve MacLaughlin)	Setting the Stage for Proactive Research - A Strategic Approach to Prospecting (Lawrence Henze)	Discerned Philanthropy: The Golden Nexus Between Donors' Needs and Beneficiaries' Needs (Paul Schervish)	Preparing Programs and Advancement Services for Expanding Technology (Terry Handler)	Passion Matters: Modeling and Cultivation Strategies for the Donors Who Love You Most (Chuck Longfield)	The Annual Fund Bridge - Maximizing the Annual Fund Experience for Major Gifts (Richard Geiger)
	The Integrated Fundraising Model: Maximizing Donor Potential (Deborah Kerr)	Global Philanthropy: How a Flattening World Is Changing the Fundraising Landscape for Universities (Andrew Mosawi)	The Cutting Edge in Prospect Research: Several Approaches and Best Practices (Joseph Burman, Elizabeth Crabtree, & Scott Johnson)	Organizational Change - People, Programs, and Culture (Jim Moore)	If It's Not in The Raiser's Edge, It Simply Did Not Happen (John W. Welty)	
Technology	Successful Project Methodology for Implementing a Best-of-Breed Advancement Solution (Holly Hamilton & Dan Smith)	Emerging Technologies (Jim Ballou & Liz Marenakos)	Building Your Data Warehouse: Realize the Need for Information - Part I (Brian Dowling)	Building Your Data Warehouse: Turn Information into Knowledge - Part II (Brian Dowling)	Tomorrow Made Possible (Brian Dowling)	Good Stewardship Depends on Effective Compliance Monitoring (Martha King)