



## APRA 22nd Annual International Conference “Best of” Session Recording Collection

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APRA is giving you the opportunity to purchase recordings of some of the most highly rated breakout sessions from the 22nd Annual International Conference program that took place in Boston. The cost is \$99 per session for APRA members and \$149 for nonmembers. Once you complete your purchase you will receive a Windows Media (.wmv) recording file that includes the presentation audio synched with the PowerPoint slides and a copy of the presentation handouts within 2 - 4 business days.

### Fundamental Session Recording Collection

- Unleash the Data Mining and Predictive Modeling Geek Hidden Within*** – Data Mining/Prospect Identification  
David Robertson, Syracuse University
- Stockholdings Research: Understanding SEC Filings*** – Research Fundamentals  
Charles Carr, Massachusetts Institute of Technology

### Intermediate/Advanced Session Recording Collection

- The Strategic Researcher – In a Position to Make a Difference*** – Advanced Research  
David Sterling, Western New England College
- Post-Campaign Reporting*** – Campaigns  
Josh Birkholz, Bentz Whaley Flessner
- Prospect Research in a Campaign*** – Campaigns  
David Lamb, Target Analytics, a Blackbaud Company
- Positioning Your Research Department for a Campaign*** – Management and Professional Development  
Sarah Cadbury, La Salle University
- Bringing Major Gifts to Grassroots and Membership Organizations*** – Member and Cause-Related Organizations  
Armando Zumaya, The Children’s Defense Fund
- Effective Relationship Management Systems*** – Relationship Management  
Lisa Howley, Johns Hopkins Institutions
- The Art of the Qualification Call*** – Trends  
Armando Zumaya, The Children’s Defense Fund

### Advanced Session Recording Collection

- Demystifying the Emerging Energy Business*** – Advanced Research  
Michael Foote, Dartmouth College

TOTAL PAYABLE TO APRA \$ \_\_\_\_\_  
(*\$99 per session for APRA members/\$149 per session for nonmembers*)

Registration forms will not be accepted without payment. Payable in U.S. currency only. Payment may be deductible as an ordinary and necessary business expense. Consult your tax advisor for further advice.

Method of Payment:

Check  Visa  MasterCard  American Express

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Return this registration form with payment to:

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