



20th Annual APRA International Conference

Transforming the Future of Fundraising

July 25-28, 2007

Sheraton Chicago Hotel & Towers
Chicago, Illinois

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Advanced Research (7 Sessions) **Member attendee \$59.00 non-attendee \$84.00; Non-member: \$168.00**

- 203 The Winner's Circle: Researching Thoroughbred Race Horse Owners - *David Shanton*
- 213 Data Integrity is Everyone's Business - *Stephen Mally*
- 223 Is it Legal? Is it Ethical? - *Ilana Lester Moreno; Susan Shebar*
- 303 Changing Nature of Canadian Research - *Barbara Fanning; Gillian Morrison*
- 313 The Monday Morning Quarterback: 10 Things We Wish We Knew Before Entering into a Database Conversion - *Mary Glenn; Kathleen Stuber*
- 403 Data Mining: Integrating Marketing and Research Data To Get Bigger Gifts - *Laura Thorton*
- 413 Leveraging Your Research Work: Achieving a Win-Win Solution - *Lori Bennett*

Campaigns (7 Sessions) **Member attendee \$59.00 non-attendee \$84.00; Non-member: \$168.00**

- 209 Campaign Feasibility & Planning - *Diane Crane*
- 219 Fundraising Volunteers and Research: A Successful Partnership - *Chris Hughes*
- 229 Forging New Partnerships in the Campaign: The Sometimes Uneasy Alliance between Research and Major Gifts - *Dr. John Cash*
- 309 Building Excellent Project Based Campaigns - *Jennifer Cooper*
- 319 After the Dust Clears: Reflections on the Postcampaign Fundraising Period - *Greg Kapp; Rob Scott*
- 409 Risk and Uncertainty in Capital Campaigns - *Darrow Zeidenstein*
- 419 Leading a Successful Research Effort Through All Phases of a Campaign - *Chris Cannon; Elizabeth Crabtree*

Financial Research (7 Sessions) **Member attendee \$59.00 non-attendee \$84.00; Non-member: \$168.00**

- 202 Everything you Always Wanted to Know About Public Company Data (But Were Afraid to Ask) - *Jay Frost*
- 212 Private Company Valuations for Development Professionals - *William Jarmuz*
- 222 Assessing Target Gift Amounts - *Suzanne Roberson*
- 302 Making Sense of the Hedge Fund Industry: Why and What Researchers Need to Know - *Michael J. Foote; Joyce Newton*
- 312 Building the Family Tree: Researching Inherited Wealth - *Inez C. Bergquist*
- 402 And Now For The Hard Ones - *Christine Mildner*
- 412 The Cost of Good Living: Eat, Drink & Be Merry! - *Jeffrey Ouellette*

Management and Professional Development (6 Sessions) **Member attendee \$59.00 non-attendee \$84.00; Non-member: \$168.00**

- 207 Advanced Services: Researchers as Internal Consultants - *Jon Thorsen*
- 217 Prospect Research Office - Now Open for Business - *Sarah Hull*
- 227 Recruiting, Hiring and Retaining Research Staff - *Karen Maki*
- 317 Love 'Em or Lose 'Em: Tips for Mentoring and Motivating - *Angie Chaplin*
- 407 All By Myself - Best Practices for Small Shops - *Cara Rosson; Charles Snyder*
- 417 Research Blast! Tooting Your Own Horn - *Judy Myers Anderson*

Member and Cause-Related Organizations (6 Sessions) **Member attendee \$59.00 non-attendee \$84.00; Non-member: \$168.00**

- 206 Working with Donors Who Have Donor-Advised Funds at Community Foundations - *Janice Gow Pettey*
- 216 A Wide Net: Screening Decision Making for Large Nonprofit and Membership Organizations - *Debbie Miller*
- 226 Prospect Strategy in a Membership Organization - *Kimberly Montroy; Peggy Moorhead Seas; Pamela Poland*
- 306 Everything But a Zoo - *Gail Snowdon*
- 316 Women and Philanthropy: Finding that Millionaire Woman Next Door! - *Cheryl Altinkemer*
- 416 Getting It Done: Harnessing Passion to Effect Change - *Ben Card*

Prospect Identification (6 Sessions) **Member attendee \$59.00 non-attendee \$84.00; Non-member: \$168.00**

- 214 Proactive Research Strategies - *Kathleen Nadire; Caroline Oblack*
- 224 Designing and Executing Peer Screening - *August "Augie" Freda*
- 304 The State of Data Modeling: An Experts Roundtable - *Josh Birkholz; Lawrence Henze; Peter Wylie*
- 314 Too Many Prospects: Implementing a Successful Prospect Identification & Screening Program - *Eric Siegel*
- 404 First Year Parents: Uncovering the Wealth - *Nicole Gillotti Trickler*
- 414 Dynamic Prospecting Events - *Armando Zumaya*

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- 205 A Call to Order: Managing Fundraiser Strategy Meetings - *Bobbie Strand*
- 215 From Prospect Data to Prospect Management - *Monica Keith*
- 225 Using Prospect Management to Inform a Fundraiser Accountability System - *David Lively, Erin Moran*
- 305 Successful Prospect Management: Treating Fundraisers as Fundraisers - *Elizabeth Moore; Deborah Mueller*
- 315 Helping Your Development Officers Succeed, Using Prospect Management - *Betsy Cooper; Sara Wright*
- 405 Understanding the Need for Prospect Management in Annual/Major Giving - *Cristian Hamilton*
- 415 From Suspect to Prospect – Moves Management Best Practices - *Terrance Slobodian; Malcolm Coles*

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- 201 Beginning Research - *Pam Spencer*
- 211 Let's Talk: Basics - *Linda Jones*
- 221 The Profile as a Narrative: A View from History - *Gregory Duke*
- 301 Open Forum for Beginning Researchers - *TBA*
- 311 Role of Research in an Effective Fundraising Operation - *Jill Meister*
- 401 Getting a Good Start: Basic Resources and Strategies Everyone Can Use - *Betsy Schimdt*
- 411 The Intelligence Cycle: A Conceptual Model for Prospect Research – *Tom Borjas*

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- 208 Trends and Realities Affecting Philanthropy – *David Lawson*
- 218 Cultures of Philanthropy: Diversifying Fundraising Strategies for a Diverse World – *Jacqueline Copeland-Carson*
- 228 An Ever Changing Landscape: Privacy and Ethics in Fundraising and Research – *Shelby Radcliffe McClintock*
- 308 Emerging Trends in Naming Opportunities – *Terry Burton*
- 408 Freelance Prospect Research: Earning a Living Doing Good Deeds – *Dave Chase*
- 418 How Development Research Relates to the Outside World – *Mike Ehlert; Steve Severson*

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