

Apra-Virginia Fall 2018 Conference Agenda

Wednesday, November 7, 2018
University of Virginia- Ern Commons
567 McCormick Road
Charlottesville, VA 22904

- 9:00 a.m. Registration and continental breakfast**
- 9:50 a.m. Welcome** – *Laura Phillips, Senior Director for Advancement Business Intelligence at University of Virginia*
- 10:00 a.m. Using Data Analytics to Build the Prospect Base and Pipeline** – *Kat Banakis, Senior Vice President, Analytics, GG+A & Brianna Kauhane, Director of Donor Relations and Prospect Development, Virginia Tech*
- 11:00 a.m. Break**
- 11:15 a.m. Share the Knowledge Roundtable Discussion – Tips & Tools: Share Your Favorite Resources for Prospect Management and Prospect Research** (moderated by *Robert MacKinnon, Senior Account Executive, iWave*)
- 12:00 p.m. Lunch**
- 1:00 p.m. Prospect Development: The Next Generation** – *Bond Lamme, Managing Associate, Bentz Whaley Flessner*
- 2:00 p.m. Break**
- 2:15 p.m. A Fundraiser’s Perspective: Defining the “Qualified” in Qualified Prospect?** – *Kaffie Milikin, Director of Regional Programs, Smithsonian Institution*
- 3:15 p.m. Chapter Update & Officer Slate Voting**
- 3:30 p.m. Meeting adjourns**

A huge thank you to our conference sponsor, Advizor Solutions, iWave, and to our host, University of Virginia!