



















Time	Session Title	Speaker(s)
Sunday, April 15		
8:00 AM - 8:45 AM	First Timers Speed Networking	 Rupp, Jeff Fritschner, Annie Everly, Josephine
9:00 AM - 10:15 AM	Fundraising in the Wake of a Disaster	 Bartice, Julie Hannan, James Wright, Erin McQuade
9:00 AM - 10:15 AM	Has the Nonprofit Sector Lost Its Moral High Ground?	 Upsall, Daryl Young, Denny Picco, Gail
9:00 AM - 10:15 AM	Building Trust to Skyrocket Results	 Zonker, Tammy
9:00 AM - 10:15 AM	Finding Your Perfect Remote Employee	 Wolfe, Amy Gupton, Natalie
9:00 AM - 10:15 AM	Meaningful Engagement: How Small Organizations Can Design and Sustain Young Professionals Engagement	 Sarata, Kate Pabon-Figueroa, Naomi
9:00 AM - 10:15 AM	Nonprofit Accounting for Fundraisers	 Ross, Susan
9:00 AM - 10:15 AM	Purse Power- How Women's Philanthropy Can Change the World	 Buntz, Lois
9:00 AM - 10:15 AM	Stewarding Donors with Dementia	 Hofmann, Robert Martin, Jolene
9:00 AM - 10:15 AM	The Annual Campaign: Doing It Well and Then Doing It Even Better Next Year	 Stein, Jane
9:00 AM - 10:15 AM	Why Every Organization Needs a Case for Support, and How to Create One	 Eustace, Leah
9:00 AM - 10:15 AM	You're Still Only As Good As Your Plan (And Whether You Use It)	 Pelton, Jennifer Beeman, Linda Koshy, Cherian
10:45 AM - 12:00 PM	Is Fundraising a Profession? And Does It Matter If It Isn't?	 Nathan, Sarah Ferris, Alice Mann, Cathy Davis, Michael
10:45 AM - 12:00 PM	Nature Vs. Nature - Are Great Leaders Born or Made?	 Palmer, Kishshana
10:45 AM - 12:00 PM	Tax Reform Is Now Law – What Happens Now?	 Lee, Jason
10:45 AM - 12:00 PM	Ambassadors ALL - Fundraising and Engagement are TEAM SPORTS!	 Heim, Marcy
10:45 AM - 12:00 PM	Building a Major Gifts Program with No Alumni and Little Budget	 Zumaya, Armando
10:45 AM - 12:00 PM	Dynamic Board Governance: What's Working, What's Next	 Hartley, Linda Hoexter, Vivien Teamer, Cheryl
10:45 AM - 12:00 PM	How to Earn A Profit for Your Cause or Social Business: How to Profit for Your Case	 Freller, Michel

10:45 AM - No Budget, No Problem : How To Successfully Engage the Community 12:00 PM Through Third Party Events	 Adams, Lynnette
10:45 AM - Storytelling for Action: What Stories to Tell (and When to Tell Them) to 12:00 PM Cause Your Donors to Take Action	 Screen, Steven
10:45 AM - Through the Looking Glass: See Your Organization Through Your 12:00 PM Volunteers' Eyes	 Arnold, Helen
12:30 PM - How Livestream Fundraising Can Expand Your Programs and Reach 1:00 PM Younger Audience	 Wasserman, Michael
3:30 PM - How to Own and Strategically Leverage Donor Advised Funds in Donor 4:00 PM Cultivation Efforts	 Barnett, Brandolon
4:00 PM - Corporate Partnerships Are So Much More Than Sponsorship and What 5:15 PM You Don't Know Could Be Costing You Millions in Fundraising	 Carlson, Maureen Perry, Chris
4:00 PM - Don't Lose the Gains You've Made 5:15 PM	 Burk, Penelope
4:00 PM - How to Become a CFRE 5:15 PM	 Aldrich, Eva
4:00 PM - Relationship Fundraising 3.0 5:15 PM	 Sargeant, Adrian Pena, Ligia Locke, Beth Ann
4:00 PM - Sexual Harassment and Bullying - Is the Nonprofit Sector Safe for All? 5:15 PM	 Lockshin, Vanessa Chase McGlen, Candice Raghu, Maya
4:00 PM - So You Want to Be a Campaign Consultant? 5:15 PM	 Eisenstein, Amy Kihlstedt, Andrea Pletcher, MinstF
4:00 PM - 2018 & Beyond: Building A World of Good Through Fundraising 5:15 PM Excellence	 (Adv Dip), Valerie Law, Vincent Kulik, Nicholas
4:00 PM - Better Together: Building Strong Volunteer/Staff Relationships for 5:15 PM Organizational Success	 Wilkins, Juliana Smith, Jermaine
4:00 PM - Doing the Ethical Thing in Fundraising. And Why It's Harder Than You 5:15 PM Might Think	 MacQuillin, Ian Koshy, Cherian
4:00 PM - Managing Fundraising Through Organizational Lifecycles 5:15 PM	 Hicks, John
4:00 PM - The House of Philanthropy: Creating a Framework for Cross-Cultural 5:15 PM Giving	 Ferris, Alice Anderson, James
4:00 PM - The Planned Giving Study: New Insights from Data on Planned Gifts 5:15 PM	 Donikian, Claudine
Monday, April 16	
8:00 AM - Foundation Grants: The Forgotten Funding Source and Why They're 9:15 AM Worth Your Attention	 Schaefer, Susan Pena, Ligia
8:00 AM - Philanthropists, Power, Democracy - Is This the End of Philanthropy? 9:15 AM	 Freller, Michel Williams, Tycely, McManus, Andrea
8:00 AM - Use Plannual Giving to Transition Your Annual Giving Donors to 9:15 AM Planned Gifts	 Wahlers, Robert









8:00 AM -	Cracking the Code of Facebook Fundraising - How to Turn Facebook		Giddens, Jeff
9:15 AM	into a Sustainable Source of New Donors		
8:00 AM -	Development of Effective Governance for Major Fundraising and Impact		Nascimento, Thiago
9:15 AM	(the Brazilian National Strategy for Financial Education case)		
8:00 AM -	How to Create Donor Surveys That Improve Your Fundraising		Clemens, Rachel
9:15 AM			
8:00 AM -	It Takes a Village: How to Build Your Mentor Network		McDade, Adrienne
9:15 AM			Duncan, Cherrelle
8:00 AM -	Moving Away from the Donor Pyramid to the Donor Lifecycle Map for		Polivy, Deborah
9:15 AM	Increased Fundraising Success		
8:00 AM -	The Top 10 Strategies for a Successful Monthly Giving Program		Strathy, Maeve
9:15 AM			
9:30 AM -	The Social Fundraising Data Report for Nonprofits: A Conversation		Mascola, Tre
10:00 AM	Between CrowdRise by GoFundMe and GuideStar		Cohen, Gabe
10:15 AM -	How to Acquire Monthly Donors Through the Power of Social Media		Gough, Leigh
10:45 AM			
10:15 AM -	Building Crowdfunding into Your Moves Management Strategy		Mendez, Robyn
11:15 AM			Ely, Mike
10:15 AM -	A Deep Dive into the Data Of Fundraising		Biedermann, Jon
11:45 AM			Dietz, Nathan
10:15 AM -	Donor-Centered Fundraising 15 Years Later		Burk, Penelope
11:45 AM			Pena, Ligia
			Morris,
10:15 AM -	Gender Equity - Facts, Stories and Not Much Progress Anymore		Andreanecia
11:45 AM			Chen, Andrea
			Sams-Abiodun,
			Petrice
10:15 AM -	How to Become a Speaker at the AFP International Fundraising		Staub, Scott
11:45 AM	Conference		
10:15 AM -	Leveraging Diversity, Equity and Inclusion to Become a Better		Odom, Tanya
11:45 AM	Fundraiser		
10:15 AM -	Authentic Organizations		Eustace, Leah
11:45 AM			Fortnum, R. Scott
10:15 AM -	Embracing the Growing Importance of Board Diversity: Philanthropy,		White, Angela
11:45 AM	Leadership & Board Engagement		Walker, Vernetta
			Zarins, Sasha
			Miori, Holly Hull
10:15 AM -	Having Difficult Conversations: How to Manage Difficult Fundraising		Campbell, Mack
11:45 AM	Topics		Key, Milton
			Pletcher, MinstF
			(Adv Dip), Valerie
10:15 AM -	Small Shop Academy		Love, Jen
11:45 AM			Scriver, Simon
10:15 AM -	Stewardship at Its Best - More than Just Another Event		Ray, Lesley
11:45 AM			Sargeant, Adrian
10:15 AM -	Yes, And... Using the Tools of Improv To Help You Raise More Money		Jacobwith, Lori
11:45 AM			Dewan, Bill
11:00 AM -	Data Democratization: Unleash the Power of Your Donor Data Through		Desciak, Bill
11:30 AM	Integration		

11:45 AM - 12:15 PM	Tactical Talks Using Donor Search	 Tedesco, Sarah
1:15 PM - 2:30 PM	Building a Leadership Pipeline	 Racette, Nancy Churches, Kimberly
1:15 PM - 2:30 PM	Get Write on It! How to Publish Through AFP	 Cory, Stephanie
1:15 PM - 2:30 PM	Getting Involved in the ACFRE Process	 Fortnum, R. Scott Ferris, Alice MacQuillin, Ian Linton, Craig
1:15 PM - 2:30 PM	How Do You Know What You Know About Fundraising?	 McGinness, Heather Harris, Nigel Niles, Meredith
1:15 PM - 2:30 PM	Preparing for the C-Suite	 Mathis, Myra
1:15 PM - 2:30 PM	Prospect Research for People Who Hate Prospect Research	 Shattuck, Steven
1:15 PM - 2:30 PM	Five Steps to Build a Campaign Ready Major Gifts Program	 Daugherty, Brian Spychalski, Carol
1:15 PM - 2:30 PM	He Said, She Said: Fixing Fundraising and Finance Failures	 Koshy, Cherian Watkins, Heidi
1:15 PM - 2:30 PM	Opinion Mining: How Fundraisers Can Discover New Gold Through Sentiment Analysis	 Habberton, Colin
1:15 PM - 2:30 PM	Planned Giving When That's Not All You Do	 Boedecker, Aviva Shiff Taylor Siegel, Matthew
1:15 PM - 2:30 PM	The Introverted Fundraiser: How to Be Successful When You Just Want to Go Home	 Meacham, Ann-Marie Arora, Vinney
1:15 PM - 2:30 PM	Thriving as a Fundraising Professional in Work and Life!	 Lloyd, Diane
3:00 PM - 4:15 PM	Asking Styles: A Revolutionary Concept in Fundraising	 Saber, Brian
3:00 PM - 4:15 PM	Ethical Fundraising: It's Everybody's Business	 Hefter, Mark Kintzi, Audrey Fredricks, Laura Magsamen, Kate
3:00 PM - 4:15 PM	How Our Profession Can Be More Proactive Rather than Reactive in the Media, Social Media and Politics	 Oswald, Stephanie Berni, Ryan Lovelace, Mckenzie
3:00 PM - 4:15 PM	The Risk of Under Investing in Fundraising: The Conversation Boards Aren't Having About Fundraising Effectiveness	 Wallestad, Anne Lee, Jason Davis, Andy
3:00 PM - 4:15 PM	Using FEP Data to Make Good Decisions and Improve Your Fundraising Results	 Greenfield, James Miller, Ben
3:00 PM -	Always Look a Gift Horse in the Mouth	Weimer, Kent

4:15 PM

 [Watkins, Rebecca](#)3:00 PM - Best Practices on Managing a Face-to-Face Fundraising Program: Data
4:15 PM from the Door, Street and Mall [Cheung, Jerome](#)
[Bloom, Ashley](#)3:00 PM - Clean Donor Data: A Fundraiser's Best Friend
4:15 PM [Dix, Alan](#)3:00 PM - Islam & Philanthropy
4:15 PM [Khwaja, Muhi](#)3:00 PM - Mining for Gold: Maximizing Your Event's Host Committee
4:15 PM [Tanney, Jaclinn](#)

Tuesday, April 17

8:00 AM - Green Fundraising
9:15 AM[Everly, Josephine](#)
[McWilliams, Lani](#)
[Theriot-Maloz, Simone](#)
 [Trail, Kristi](#)
[Cocito-Monoc, Marco](#)8:00 AM - Prospect Development in Partnership
9:15 AM [Lehman, Lara Beth](#)8:00 AM - What Right Do You Have to Tell Us How Much to Spend on
9:15 AM Fundraising?[Upsall, Daryl](#)
[MacQuillin, Ian](#)
 [Riseboro, Caroline](#)
[Churches, Kimberly](#)
[Racette, Nancy](#)8:00 AM - 50 Plus Ways to Love Your Donors
9:15 AM [Lepp, John](#)
[Paulin, Holly](#)
[McFarland, B. Michael](#)8:00 AM - Being a Diverse Fundraising Professional in an Alt-Right Era
9:15 AM [Brown Jr, Alphonse](#)
[Huebler, John](#)
[Phelps, James](#)
[Poppers, Penelope](#)8:00 AM - Donor Segmentation Isn't Just for Data Geeks
9:15 AM [Buck, Clay](#)
[Garrison, Linda](#)8:00 AM - Fundraising & The Law: The Annual Global Review of Recent Court
9:15 AM Decisions & Legal Developments [Sudol, Ted](#)8:00 AM - Leading Your Team to Success... Even When You're Not the Team
9:15 AM Leader [Schumacher, Martha](#)
[Delzotti, Michael](#)8:00 AM - Transforming Relationships by Managing Mid-Level and Legacy Donors
9:15 AM Together! [Blease, Kimberley](#)
[Phillips, Mark](#)8:00 AM - Why Good People Do Bad Things
9:15 AM [Hood, Michael](#)10:15 AM - Building Trust for Collaboration and Impact: The Importance of Best
11:45 AM Practices in Transparency and Accountability [Perlman, Seth](#)
[Taylor, Art](#)10:15 AM - Inclusion in the Age of Diversity: A Conversation about Recruitment,
11:45 AM Retention and Race in the Social Sector [Palmer, Kishshana](#)
[Conroy, Chris](#)
[Betha, Aiko](#)

10:15 AM - Maximizing Corporate Sponsorships: Insights from Both Sides 11:45 AM	 Tipton, Michael Ruprecht, Joe
10:15 AM - Designing Powerful Partnerships that Transform Culture and Result in 11:45 AM New Major Gifts	 Holt, Susan
10:15 AM - Don't Quit! 5 Ways to Stay Successful and Sane as a Fundraiser 11:45 AM	 Doolittle, Shanon Love, Jen Zonker, Tammy.
10:15 AM - From Good Intentions to More Web Donations 11:45 AM	 Sørum, Beate
10:15 AM - Fundraising: Challenges and Opportunities in a Changing World 11:45 AM	 Upsall, Daryl
10:15 AM - How to Raise More Money with Your Annual Fundraising Appeal 11:45 AM	 Axelrad, Claire
10:15 AM - Telephone Fundraising – One Ring to Rule Them All 11:45 AM	 Scriver, Simon
10:15 AM - Unlock the Secrets to Increase Giving to Your Faith-Based Organization 11:45 AM	 McNay, Linda Matthews, Sarah Cole, Gregory.
10:15 AM - Using the Logic Model - A Tool for Program Planning, Implementation 11:45 AM and Evaluation	 Browning, Dr. Beverly