

Transforming Information Into Intelligence

Conference-At-A-Glance

| Monday – May 9, 2011 | | Radisson Hotel Boston, 200 Stuart Street, 6th floor conference center | | |
|---|--|--|---|---|
| 8:00am – 4:00pm | Registration – Berkley Room | | | |
| 8:00am – 4:00pm | Exhibitor Hall Open | | | |
| 8:00am – 9:00am | Breakfast Buffet | | | |
| 8:30am – 9:00am | Volunteer Orientation – Clarendon Room | | | |
| Session | RESEARCH BASICS | ADVANCED RESEARCH | RESEARCH & BEYOND | |
| 9:15am – 10:30 am | <p>(A1) Fundamentals of Research Ratings</p> <p><i>Grace Chandonnet, Brigham & Women's Hospital Joyce Newton, Dartmouth College</i></p> <p>EXETER</p> | <p>(A2) Understanding the Changes in Executive Compensation and Reporting</p> <p><i>Charlie R. Carr, MIT</i></p> <p>ARLINGTON</p> | <p>(A3) Translating the Obama Fundraising Model to Not-for-Profit Organizations</p> <p><i>Daniel Lowman, GG&A</i></p> <p>DARTMOUTH</p> | |
| 10:30am – 10:45am | Snack Break, Exhibitor Hall | | | |
| 10:45am – 12:00pm | <p>(B1)* Choosing An Effective Leadership Style</p> <p><i>Stephen Butler, Butler Associates</i></p> <p>DARTMOUTH</p> | <p>(B2) Conducting Major Gift Portfolio Analysis</p> <p><i>Daniel Lowman, GG&A</i></p> <p>EXETER</p> | <p>(B3) Prospecting Strategies</p> <p><i>Amy Begg and Anne Brownlee, Harvard University</i></p> <p>ARLINGTON</p> | |
| 12:00 pm – 1:45pm | Conference Welcome Luncheon featuring Roundtable Discussions & Annual Business Meeting CARVER BALLROOM, MEZZANINE LEVEL | | | |
| <p>Sponsor Presentations, Vendor Hall, Networking</p> <p><i>Don't forget to have your ticket stamped at each vendor booth!</i></p> | <p>1:45 pm - 2:30 pm</p> | <p><i>Gold Sponsor Presentation</i></p> <p>Consultants in Philanthropic Management</p>  <p>ARLINGTON</p> | | <p><i>Gold Sponsor Presentation</i></p>  <p>EXETER</p> |
| | | Snack Break | | |
| 2:45 pm – 4:00 pm | <p>(C1) Proactive Research: The Elusive Goal</p> <p><i>Ian Wells, Massachusetts General Hospital</i></p> <p>ARLINGTON</p> | <p>(C2) Social Media and Beyond!</p> <p><i>Charles Schick and David Eberly, Children's Hospital Trust</i></p> <p>EXETER</p> | <p>(C3)* Influencing Anything</p> <p><i>Stephen Butler, Butler Associates</i></p> <p>DARTMOUTH</p> | |
| 4:00 pm – 6:00 pm | Networking Reception sponsored by GG&A, Theatre Café, Mezzanine Level Networking Reception in Theatre Café, Radisson Hotel | | | |

Note: Sessions with an (*) are on a different date and at a different time than first announced. No need to re-register, we will accommodate everyone's session choices.

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Conference-At-A-Glance

| Tuesday – May 10, 2011 Radisson Hotel Boston, 200 Stuart Street, 6th floor conference center | | | |
|--|--|---|---|
| 8:00am – 4:00 pm | Registration - Berkley Room | | |
| 8:00am – 12:00pm | Exhibitor Hall Open | | |
| Sessions | RESEARCH BASICS | ADVANCED RESEARCH | RESEARCH & BEYOND |
| 9:15am – 10:30am | (D1) Using SEC Documents in Prospect Research <i>Charlie Carr, MIT</i> EXETER | (D2) Finding the Best Major Gift Donors and Managing Them Effectively <i>Doug Cogswell, ADVIZOR Solutions, Inc. and Michael Foote, Dartmouth College</i> ARLINGTON | (D3)* Understanding the True Value of Real Estate <i>Melissa Bank Stepno, Target Analytics</i> DARTMOUTH |
| 10:30 – 10:45am | Break | | |
| 10:45am – 12:00pm | (E1) Getting the Grant: How to Work Within C&F Teams <i>Kenna Barrett, Consultant, Allison Crosscup, Peabody Essex Museum</i> DARTMOUTH | (E2) Planning and Evaluating the Success of Data Mining and Prospect Screening Projects <i>Lawrence Henze, Blackbaud Elizabeth Crabtree, Brown University</i> ARLINGTON | (E3)* The Database is Your Friend <i>Cheryl Cerny, Children's Hospital Trust and David Sterling, Western New England College</i> EXETER |
| 12:00pm – 1:15pm | Luncheon, Ann Castle Award Presentation, Sponsor Raffles - CARVER BALLROOM, MEZZANINE LEVEL | | |
| 1:15pm – 1:30pm | Break | | |
| Plenary Session 1:30pm – 2:30pm | Panel Discussion: Perspectives from the Road Ralph Scala, Deputy Director of Development, Boston Ballet, Julie Anne McNary, Director of Development - Major Gifts, Harvard Graduate School of Education and Mitchell Linker, Associate Director of Institutional Advancement, Kingswood Oxford School, moderated by Rob Scott, Executive Director of Development, MIT CARVER BALLROOM, MEZZANINE LEVEL | | |
| 2:30pm – 2:45pm | Break | | |
| 2:45pm – 4:00pm | (F1) Money Business: A Capitalism Primer <i>Valerie Anastasio, The Broad Institute of MIT and Harvard</i> EXETER | (F2) Golden Parachutes – Golden Opportunities <i>Suzanne Barlow, Pace University Deborah Greenberg, Hadassah</i> ARLINGTON | (F3) Managing Risks and Resources <i>Cheryl Cerny, Children's Hospital Trust</i> DARTMOUTH |
| 4:00pm | Conference Ends | | |

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