

Apra GNY ProspectCon 2019 Schedule

FINAL as of 3/5/2019

Time	Track	Presentation Title	Presenters	Room
8:30 - 9:30am	REGISTRATION/BREAKFAST			8th Flr Lounge
9:00 - 9:30am Breakfast in 8th Flr Lounge				
9:30 - 10:45am	Data Analytics & Prospect Management	<i>Analyzing The Analytics: Practical Model Evaluation Techniques to Increase Buy-in & Demonstrate Impact</i>	Andy Schultz, BWF	803
9:30 - 10:45am	Prospect Research	<i>Asia: A Continent in Perspective</i>	Linlin Chen Reid, Weill Cornell	808
9:30 - 10:45am	Leadership & Relationship Building	<i>I'm Not Throwing Away My Shot: Advocating for Prospect Development</i>	Bond Lammey, BWF & Anne Brownlee, NYU	802
15 min break				
11:00 - 12:15pm	Data Analytics & Prospect Management	<i>The Zany Powers of Fundraising Data Science: How Automated Estimation, Predictive Modeling, and Unsupervised Learning are Integrated into the Prospect Development Process</i>	James Cheng, MSKCC	802
11:00 - 12:15pm	Prospect Research	<i>Working Smarter and Harder: What Professional Research Can Offer That Algorithms Cannot</i>	Timothy Olivieri, Cornell University	803
11:00 - 12:15pm	Leadership & Relationship Building	<i>Redefining Prospect Development and the Future of Philanthropy</i>	Brian J. Gonzales, WealthQuotient	808
15 min break				
12:30 - 2:00pm	Lunch/Keynote			10th Flr
15 min break				
2:15 - 3:00pm	Round 1 - Afternoon workshops - Data Analytics & Prospect Management	<i>Prospect Management and Strategy Workshop I</i>	Facilitator: Sandy Brill	808
2:15 - 3:00pm	Round 1 - Afternoon workshops - Prospect Research	<i>How to Prospect the World: Ask the Globetrotters Anything!</i>	Facilitators: Sarah Balogh, Glenn Gutierrez, Meaghan Leonard, NYU	803
2:15 - 3:00pm	Round 1 - Afternoon workshops - Leadership & Relationship Management	<i>I'm Not Throwing Away My Shot: Workshop I</i>	Facilitators: Bond Lammey, BWF & Anne Brownlee, NYU	802
5 min break to change rooms/panels if attendees desire				
3:05 - 3:50pm	Round 2 - Afternoon workshops - Data Analytics & Prospect Management	<i>Prospect Management and Strategy Workshop II</i>	Facilitator: Sandy Brill	808
3:05 - 3:50pm	Round 2 - Afternoon workshops - Prospect Research	<i>Ask a Fundraiser Anything!</i>	Facilitators: Alison Hoffer, NYU & Steph Posen, MSKCC	803
3:05 - 3:50pm	Round 2 - Afternoon workshops - Leadership & Relationship Management	<i>I'm Not Throwing Away My Shot: Workshop II</i>	Facilitators: Bond Lammey, BWF & Anne Brownlee, NYU	802
4:00 - 5:00pm	Cocktail hour			10th Flr

DP
Data Analytics/
Prospect Management

R
Prospect Research

L
Leadership &
Relationship Building