

# APRA 2024 Virtual Conference - Shaping the Future of Prospect Research

	Tues, 10/22/2024	Wed, 10/23/2024	Thurs, 10/24/2024
TIME	Session 1 Location	Session 2 Location	Session 3 Location
8:00-9:00 MST 10:00-11:00 EST		What's in a Model? The Inner workings of LLMs Presented by: Matthew Charters, CharityCAN	The Times They Are A-Changin' : Using Change Management to Implement a Prospect Management System Presented By: Delphine Rocher, Université de Montréal
9:00-10:00 MST 11:00-12:00 EST	<b>Opening Session: Welcome &amp; Keynote Speaker: Pommasha Noel-Bentley</b> <b>Shaping the Future of Prospect Research Presented by CharityCAN</b>	9:00-9:30 Getting Started with Data Equity Presented by: Meena Das, Namaste Data 9:30-10 How to Build AI-Embracing Teams Presented by: Meena Das, Namaste Data	Prospecting for International Fundraising Presented by: Melody Song, Climate KIC International Foundation
10:00-10:30	<i>Break</i>	<i>Break</i>	<i>Break</i>
10:30-11:30 MST 12:30-1:30 EST	An Introduction to Prospect Research: For those new in the field or for fundraisers doing research "on the side" Presented by: Tracey Church & Associates	Influence, Affluence & Opportunity: Donor-advised Funds in Canada Presented by: Celeste Bannon Waterman, KCI	What Happens in Research, Doesn't Stay in Research Presented by: Liz Rejman + Co.
11:30-12:15 MST 1:30-2:15 EST	Mentorship Panel hosted by Elanna Giang, The Discovery Group	Data-Driven Donor Identification: Leveraging Predictive Analytics in Prospect Research Presented by: Akshat Thakur, University of British Columbia	From Vision to Reality: Launching a portfolio visualization tool for fundraising success Presented by Zoe Fine & Laura Cline, University of Toronto
12:15-12:45	<i>Lunch</i>	<i>Lunch</i>	<i>Lunch</i>
12:45-1:00	<i>Sponsor Presentation</i>	<i>Sponsor Presentation</i>	<i>Sponsor Presentation</i>
1:00-2:00 MST 3:00-4:00 EST	Cultivating Success Through Portfolio Management Presented by: Molly Packard & Stephanie McClure, Indiana University Foundation	Lead Generation for Major Gift Fundraising: a Match made in Philanthropy Presented by: Sarah Marcotte, SickKids Foundation and Katherine Scott, Toronto	Targeted PRPM Support: Proactive Pipeline Strategies Presented by: Kat Carson & Dawn Cattoor, University of Calgary
2:00-2:15	<i>Break</i>	<i>Break</i>	<i>Break</i>
2:15-3:00 MST 4:15-5:00 EST	Board Member Pipelines: What's the Deal with all this Tracking? Presented by: Amber Palmer, Sinai Health Foundation	Dynamic Data Through Dynamic Ratings: Sunnybrook's New Approach to Linkage, Interest and Ability Presented by: David Duncan & Leslie Johnson, Sunnybrook Foundation	Award Presentation and Wrap Up
3:00-3:45 MST 5:00-5:45 EST	Navigating the Hazards of Fantasy Fundraising Presented by: Adam Fox, Faculty of Applied Science & Engineering, University of Toronto	Due Dilligence Panel hosted by Sandra Gomez, University of Calgary	

\*schedule subject to change