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<td>Bookfair</td>
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<td>Coffee (Sponsored by Qgiv)</td>
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<td>Prayer Room</td>
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<td>8:00 AM-8:45 AM</td>
<td>Speed Networking</td>
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<td>9:00 AM-10:15 AM</td>
<td>2022 Stewardship Survey Results: Sharing Best Practices</td>
<td>713 A/B</td>
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<td>Building the House: Applying Project Management Principles to the Grant Proposal Process</td>
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<td>Creating Real, Token Free Board Diversity</td>
<td>715 A/B</td>
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<td>9:00 AM-10:15 AM</td>
<td>Driving Impact: How to Supercharge Your Golf Tournament's Fundraising Power (Presented by Golf Status)</td>
<td>803 A/B</td>
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9:00 AM-10:15 AM
Getting Help: Engaging Volunteers to Grow Your Gift Planning Program
Room: 602 A/B
**Volunteer Involvement**
**Introductory/Foundational**

9:00 AM-10:15 AM
How to Communicate Your Cause Using the 3 Vs of Communication
Room: 801 A
**Relationship Building (Sponsored by Golfstatus)**
**Introductory/Foundational**

9:00 AM-10:15 AM
Influencing and Informing Your Organization’s Vision for Philanthropy (Presented by Advancement Resources)
Room: 802 A
**Healthcare (Sponsored by DonorSearch, curated by Advancement Resources)**
**Applied**

9:00 AM-10:15 AM
Learning To Speak About Love in Fundraising: New Research from 2023
Room: 718 A
**Current and Prospective Donor Research**
**Applied**

9:00 AM-10:15 AM
Making Sense of Fundraising: What’s Working in ’24 and More
Room: 717 A/B
**Leadership and Management (Sponsored by Lindauer Global)**
**Applied**

9:00 AM-5:00 PM
Quiet Room
Room: 703

9:00 AM-10:15 AM
Show Me the Money, Securing Lucrative Sponsorships
Room: 716 A/B
**Relationship Building (Sponsored by Golfstatus)**
**Strategic**

9:00 AM-10:15 AM
Small Shops Big Success in Planned Giving
Room: 714 A/B
**Securing the Gift (Sponsored by Mission CRM)**
**Introductory/Foundational**

9:00 AM-10:15 AM
Strategies for Indigenous Engagement in Fundraising: Lessons Learned and Shared (Sponsored by Veritus)
Room: 701 B
**Relationship Building (Sponsored by Golfstatus)**
**Applied**

9:00 AM-10:15 AM
The Annual Global Review of Legal Developments & Court Decisions Impacting Fundraising and Philanthropy
Room: 601 A/B
**Ethics, Accountability and Professionalism**
**Strategic**
9:00 AM-10:15 AM
The Downside of Donor Centric Fundraising
Room: 701 A
Leadership and Management (Sponsored by Lindauer Global)
Applied

9:00 AM-10:15 AM
The Status of Canadian Fundraising Report: Current Trends, Examples and Advice to Drive Growth (Presented by Blackbaud)
Room: 718 B
Current and Prospective Donor Research
Applied

10:45 AM-12:00 PM
Before Lights, Camera, ACTION!
Room: 718 A
Leadership and Management (Sponsored by Lindauer Global)
Applied

10:45 AM-12:00 PM
Creating a Framework for Compassionate & Ethical Story Telling
Room: 602 A/B
Ethics, Accountability and Professionalism
Introductory/Foundational

10:45 AM-12:00 PM
Empowering Communication Strategies Within the Disability Sector
Room: 715 A/B
Relationship Building (Sponsored by Golfstatus)
Applied

10:45 AM-12:00 PM
From Capitol Hill to Nonprofits: How Understanding Public Policy Makes You a Better Fundraiser
Room: 717 A/B
Ethics, Accountability and Professionalism
Introductory/Foundational

10:45 AM-12:00 PM
From Click to Impact: Enhancing Your Online Donation Journey (Presented by Bloomerang)
Room: 713 A/B
Securing the Gift (Sponsored by Mission CRM)
Applied

10:45 AM-12:00 PM
Fundraising Intelligence: The New Standard in Modern Fundraising (Presented by Kindsight (iWave+ UCInnovation + NOS))
Room: 801 A
Current and Prospective Donor Research
Applied

10:45 AM-12:00 PM
Hacking Human Wetware - The Art and Science of Neurophilanthropy
Room: 803 A/B
Relationship Building (Sponsored by Golfstatus)
Applied
10:45 AM-12:00 PM
Inspire and Influence Others to Act: Get Out of Your Head. Get Into Your Heart
Room: 601 A/B
Leadership and Management (Sponsored by Lindauer Global)
Applied

10:45 AM-12:00 PM
Making the Ask: Using Neuroscience in Your Solicitation
Room: 701 A
Securing the Gift (Sponsored by Mission CRM)
Applied

10:45 AM-12:00 PM
Philanthropy is Black History: The Untold Stories of Black Philanthropists
Room: 716 A/B
Relationship Building (Sponsored by Golfstatus)
Introductory/Foundational

10:45 AM-12:00 PM
Preparing Before, During, and After for Stellar Engagement (Presented by Advancement Resources)
Room: 802 A/B
Healthcare (Sponsored by DonorSearch, curated by Advancement Resources)
Applied

10:45 AM-12:00 PM
So, You’re Thinking About Leadership?
Room: 714 A/B
Leadership and Management (Sponsored by Lindauer Global)
Applied

10:45 AM-12:00 PM
Sway the Doubters: Change the Narrative for Professional Fundraising
Room: 718 B
Ethics, Accountability and Professionalism
Strategic

10:45 AM-12:00 PM
The Journey from 2 to 10 Million: Capital Campaigns and Identity
Room: 801 B
Leadership and Management (Sponsored by Lindauer Global)
Strategic

10:45 AM-12:00 PM
When the Going Gets Tough, the Generous Get Going: How Market Shifts Affect Charitable Giving
Room: 701 B
Relationship Building (Sponsored by Golfstatus)
Applied

11:00 AM-5:00 PM
Exchange Hours - Sunday
AFP Exchange - Level 800

11:15 AM-11:45 AM
The Future of Fundraising Events: Raise More and Stress Less (Learning Lab)
(Presented by Bloomerang)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Strategic
11:30 AM-1:30 PM
Lunch in The Exchange (Sponsored by Feathr)
AFP Exchange - Level 800
Social Events

12:00 PM-12:30 PM
Smart Giving: Streamlining Nonprofit CRM with Wealth Data and Relationship Dynamics (Learning Lab) (Presented by Altrata)
Learning Lab 2 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Strategic

12:00 PM-12:20 PM
Take a Deep Breath: Navigating the Nuances of AI Prompt Engineering for Breakthrough Innovation (Learning Lab) (Presented by AFPeeps)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)

12:30 PM-12:50 PM
Ain't Data Fun? Using Generative AI in Fundraising Audits (Learning Lab) (Presented by AFPeeps)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)

1:00 PM-1:20 PM
The Peeps Productivity Nerds Show 10 Ways AI Saves Them Time Every Week (Learning Lab) (Presented by AFPeeps)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)

1:30 PM-3:00 PM
General Session - Opening Keynote with Nikole Hannah-Jones (Sponsored by Microsoft)
Hall F/G - Level 800
Plenary Sessions

3:00 PM-3:45 PM
Coffee in The Exchange (Sponsored by Qgiv)
AFP Exchange - Level 800
Social Events

3:15 PM-4:30 PM
How to Become a Certified Fund Raising Executive (Learning Lab)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Introductory/Foundational

3:15 PM-3:45 PM
Zero to Hero: Starting a planned giving program (Learning Lab) (Presented by Freewill)
Learning Lab 2 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Introductory/Foundational

4:00 PM-5:15 PM
AFP Government Advocacy in Canada Room: 714 A/B
Ethics, Accountability and Professionalism
Strategic
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<tr>
<td>4:00 PM-5:15 PM</td>
<td>Cognitive Impairment in Donors: Best Practices &amp; Considerations</td>
<td>802 A/B</td>
<td>Healthcare (Sponsored by DonorSearch, curated by Advancement Resources) Introductory/Foundational</td>
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<td>4:00 PM-5:15 PM</td>
<td>Get Q’d In! Advance Your Mission by Engaging LGBTQIA+ Donors</td>
<td>717 A/B</td>
<td>Relationship Building (Sponsored by Golfstatus) Applied</td>
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<td>4:00 PM-4:30 PM</td>
<td>Earn More Customers (Yes, We Said Customers) - (Learning Lab) (Presented by Fundraise Up)</td>
<td>716 A/B</td>
<td>Relationship Building (Sponsored by Golfstatus) Applied</td>
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<td>Faith, Fundraising, &amp; Death - 3 Traditions, Unlimited Questions</td>
<td>715 A/B</td>
<td>Relationship Building (Sponsored by Golfstatus) Applied</td>
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<td>4:00 PM-5:15 PM</td>
<td>Fill Your Prospect Pipeline: Internal and External Methods To Finding Your Next Major Gift Donors</td>
<td>715 A/B</td>
<td>Current and Prospective Donor Research Applied</td>
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<td>Matching the Ask to the Motivation (Presented by Blackbaud)</td>
<td>701 A</td>
<td>Securing the Gift (Sponsored by Mission CRM) Introductory/Foundational</td>
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<td>4:00 PM-5:15 PM</td>
<td>She Leads: Navigating Leadership in Nonprofit and Beyond (Presented by Donor Perfect)</td>
<td>718 A</td>
<td>Leadership and Management (Sponsored by Lindauer Global) Strategic</td>
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4:00 PM-5:15 PM
Taking Care of Your Workforce:
Innovations in Mental Health Care
Room: 601 A/B
Leadership and Management (Sponsored by Lindauer Global)
Applied

4:00 PM-5:15 PM
The New AFP Code of Ethics:
Understanding and Using It
Room: 801 B
Ethics, Accountability and Professionalism
Applied

4:00 PM-5:15 PM
Treat Stewardship as the Year-Long Celebration of the Gift: And Here's How To Do It!
Room: 701 B
Relationship Building (Sponsored by Golfstatus)
Applied

4:00 PM-5:15 PM
Women’s Leadership Journeys: Success in the Face of Organizational Design, Diversity and Imposed Imposter Syndrome
Room: 718 B
Leadership and Management (Sponsored by Lindauer Global)
Applied

6:00 PM-7:30 PM
AFP Canadian Red & White Reception
Westin Harbour Castle - Room: Harbour Ballroom A/B

6:00 PM-7:00 PM
AFP Emerging Leader Reception
(Sponsored by Fundraising Academy)
Westin Harbour Castle - Room: Harbour Ballroom C

6:00 PM-7:00 PM
AFP Inclusion, Diversity, Equity, Access (IDEA) Reception
Westin Harbour Castle - Room: Pier 5 (Level 2)

6:00 PM-7:00 PM
AFP International Reception
Westin Harbour Castle - Room: Pier 2 (Level 2)

6:00 PM-7:00 PM
AFP PAC Reception (U.S. Members Only by Federal Law)
Westin Harbour Castle - Room: Regatta (Main Level)
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<td>Anonymous Program of Recovery</td>
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<td>Capital Campaigns: Top Trends and Best Practices To Help You Plan a Successful Campaign</td>
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<td>Don't Close the Door on Your Donors: Intentional Inclusivity in Fundraising Events</td>
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<td>Challenges of Being a Black Male in Fundraising</td>
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<td>Culture Shock: Understanding Death Rituals and Superstitions in a Diverse World</td>
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<td>In a Donor Experience, Everything is Love or Lost (Presented by Fundraise Up)</td>
<td>Securing the Gift (Sponsored by Mission CRM)</td>
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<td>Let’s Get Critical: Rethinking Research &amp; Evidence for the Sake of Better Practice</td>
<td>Leadership and Management (Sponsored by Lindauer Global)</td>
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<td>Leverage Top Trends for Engaging Your Healthcare Philanthropy Board (Presented by Advancement Resources)</td>
<td>Healthcare (Sponsored by DonorSearch, curated by Advancement Resources)</td>
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<td>Leveraging Logic Models To Elevate Your Grant Writing and Reporting Prowess</td>
<td>Securing the Gift (Sponsored by Mission CRM)</td>
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<td>Low-Code App Development: A First Step to Creating Your Own AI Powered Tools (Presented by Blackbaud)</td>
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<td>No Nonsense Must-Haves for Major Giving Success NOW!</td>
<td>Securing the Gift (Sponsored by Mission CRM)</td>
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<td>Stepping Out To Fit In: How Diverse Consultants Are Reaching Success on Their Own Terms</td>
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<td>Transform Your Relationships: How to Turn Volunteers and Donors Into Super Supporters (Presented by Bloomerang)</td>
<td>Relationship Building (Sponsored by Golfstatus)</td>
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<td>Why Difficult Ethical Questions and Dialogue Are Vital for a Robust Organizational Culture</td>
<td>Ethics, Accountability and Professionalism</td>
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<td>AFP Membership: What’s in it for me? (Learning Lab)</td>
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<td>Unlocking the Potential of Your Entire Donor Pyramid (Learning Lab)</td>
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<td>9:45 AM-11:45 AM</td>
<td>Breaking the Silence: Confronting Anti-Black Racism in AFP</td>
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<td>10:00 AM-10:30 AM</td>
<td>$500K Raised, Zero Fees Paid: Free Online Fundraising in a World of</td>
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<td>Hidden Fees (Learning Lab) (Presented by Zeffy)</td>
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<td>Learning Lab 2 in The EXCHANGE</td>
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<td>10:00 AM-10:30 AM</td>
<td>Do More Good With Your Golf Fundraiser</td>
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<td>(Learning Lab) (Presented by Golf Status)</td>
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<td>10:15 AM-11:30 AM</td>
<td>De-Mystifying AI: Making sense of ChatGPT and Fundraising in the Age</td>
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<td>10:15 AM-11:30 AM</td>
<td>Demystifying Wellbeing: Taking the &quot;Woo Woo&quot; Out of Individual and</td>
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<td>10:15 AM-11:30 AM</td>
<td>Engaging Stakeholders to Champion Philanthropy</td>
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<td>(Presented by Advancement Resources)</td>
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<td>Healthcare (Sponsored by DonorSearch, curated by Advancement Resources)</td>
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10:15 AM-11:30 AM
Exploring the Influence, Trends, and Education of the Hispanic and Latinx Community in American Philanthropy
Room: 715 A/B
Leadership and Management (Sponsored by Lindauer Global)
Applied

10:15 AM-11:30 AM
Get to Know Your Donors to Increase Engagement: Legal Aid and Their LGBTQ+ Audience
Room: 717 A/B
Relationship Building (Sponsored by Golfstatus)
Introductory/Foundational

10:15 AM-11:30 AM
Just Do It!: Kickstarting Your Inclusive Fundraising & Communications Practice
Room: 713 A/B
Relationship Building (Sponsored by Golfstatus)
Applied

10:15 AM-11:30 AM
Mastering the Art of Year-Round Donor Engagement: Strategies to Acquire, Retain, and Inspire Donors (Presented by GiveSmart)
Room: 718 A
Leadership and Management (Sponsored by Lindauer Global)
Applied

10:15 AM-11:30 AM
Must Wear Pants: Legacy Events Coming Out of Covid
Room: 714 A/B
Securing the Gift (Sponsored by Mission CRM)
Applied

10:15 AM-11:30 AM
Planning and Budgeting for Fundraising Success
Room: 602 A/B
Leadership and Management (Sponsored by Lindauer Global)
Applied

10:15 AM-11:30 AM
Stewardship: Why We Need to Say "Thank You" So Many Times
Room: 801 B
Relationship Building (Sponsored by Golfstatus)
Applied

10:15 AM-11:30 AM
The Fundraising Profession Taking Over the World
Room: 716 A/B
Ethics, Accountability and Professionalism
Introductory/Foundational

10:15 AM-11:30 AM
The Future of Fundraising is Female: Fundraisers & Donors Explore
Room: 801 A
Relationship Building (Sponsored by Golfstatus)
Strategic
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<th>Time</th>
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<th>Room</th>
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<tr>
<td>10:15 AM-11:30 AM</td>
<td>Unlocking the Potential of Donor Advised Funds: Insights From the National Study on DAFs</td>
<td>701 B</td>
<td>Current and Prospective Donor Research</td>
<td>Applied</td>
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<td>10:15 AM-11:30 AM</td>
<td>Why Direct Mail + Digital Is the Perfect Pairing to Recruit Young Donors (Presented by Sylogist MISSION CRM)</td>
<td>718 B</td>
<td>Securing the Gift (Sponsored by Mission CRM)</td>
<td>Applied</td>
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<td>11:30 AM-12:00 PM</td>
<td>A New Era: How to Transform the Traditional Phonathon to Reach Today’s Donors (Presented by Gravtyty)</td>
<td>718 B</td>
<td>Creating a Community-Driven Fundraising Strategy - (Presented by Classy)</td>
<td>Learning Lab 2 in The EXCHANGE</td>
<td>Learning Lab (Sponsored by Lindauer Global)</td>
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<td>11:30 AM-11:50 AM</td>
<td>Leveraging Brand Voice and AI to Raise More Money (Learning Lab) (Presented by AFPeeps)</td>
<td>718 B</td>
<td>Learning Lab 1 in The EXCHANGE</td>
<td>Learning Lab (Sponsored by Lindauer Global)</td>
<td>Learning Lab (Sponsored by Lindauer Global)</td>
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<tr>
<td>11:30 AM-1:30 PM</td>
<td>Lunch in The Exchange (Sponsored by Feathr)</td>
<td>Level 800</td>
<td>Social Events</td>
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1:00 PM-1:30 PM  
Navigating Donor Journeys: Strategies for Engaging Nonprofit Supporters (Learning Lab) (Presented by Microsoft)  
Learning Lab 1 in The EXCHANGE  

Learning Lab (Sponsored by Lindauer Global)  
Applied

1:30 PM-2:45 PM  
Building Healthy Relationships Inside Your Organization To Best Serve Donors  
Room: 701 B  
Relationship Building (Sponsored by Golfstatus)  
Applied

1:30 PM-2:45 PM  
Chasing Money, Power, Respect and the Uncharitable Impact of Inequitable Fundraising  
Room: 717 A/B  
Ethics, Accountability and Professionalism  
Applied

1:30 PM-2:45 PM  
Corporate Giving Officers’ Top Ten Turn-Offs, Straight From the Donor’s Mouth  
Room: 718 A  
Securing the Gift (Sponsored by Mission CRM)  
Applied

1:30 PM-2:45 PM  
How to Create a Donor Newsletter That Raises Money  
Room: 802 A/B  
Securing the Gift (Sponsored by Mission CRM)  
Introductory/Foundational

1:30 PM-2:45 PM  
Digital Marketing & Fundraising in 2024: How To Align Campaign Strategies To Maximize Results (Presented by Feathr)  
Room: 803 A/B  
Securing the Gift (Sponsored by Mission CRM)  
Applied

1:30 PM-2:45 PM  
Everything You Need To Know About African American High Wealth Donors  
Room: 701 A  
Securing the Gift (Sponsored by Mission CRM)  
Introductory/Foundational

1:30 PM-2:45 PM  
From Talk to Walk: Building a Diverse Donor Base Through Authentic Partnerships (Presented by Alford Group)  
Room: 716 A/B  
Relationship Building (Sponsored by Golfstatus)  
Applied

1:30 PM-2:45 PM  
Curating THE Volunteer Experience  
Room: 602 A/B  
Volunteer Involvement  
Applied
1:30 PM-2:45 PM
How To Implement Strategies for Increasing Engagement and Philanthropy Among Donors of Color
Room: 713 A/B
Relationship Building (Sponsored by Golfstatus)
Introductory/Foundational

1:30 PM-2:45 PM
Learn About the Advanced Credential in Fundraising: It’s Time to Get Involved in ACFRE
Room: 601 A/B
Ethics, Accountability and Professionalism
Applied

1:30 PM-2:45 PM
Less Attrition, More Funds: Recipes to Improve Stewardship and Philanthropic Culture From Donors and Boards
Room: 801 A
Relationship Building (Sponsored by Golfstatus)
Applied

1:30 PM-2:45 PM
Nine Simple Ideas To Increase Your Legacy Gifts
Room: 801 B
Securing the Gift (Sponsored by Mission CRM)
Applied

1:30 PM-2:45 PM
Predictions and Personalization: Leveraging AI to Supercharge Your Nonprofit through Precision Philanthropy (Presented by DonorSearch)
Room: 714 A/B
Current and Prospective Donor Research
Applied

1:30 PM-2:45 PM
Realigning Fundraising for the "Dollars Up, Donors Down" Era
Room: 715 A/B
Current and Prospective Donor Research
Applied

1:30 PM-2:45 PM
Using an Equity Lens To Create Gift Acceptance Policies
Room: 718 B
Ethics, Accountability and Professionalism
Strategic

1:45 PM-2:15 PM
Canadian Knowledge Hub for Giving and Volunteering (Learning Lab)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Strategic

1:45 PM-2:15 PM
Integrating Your Blackbaud Data With Microsoft's Power Ecosystem (Learning Lab) (Presented by Heller Consulting)
Learning Lab 2 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
2:30 PM-3:00 PM
Activating Board Engagement (Learning Lab) (Presented by CCS Fundraising)
Learning Lab 2 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Introductory/Foundational

2:30 PM-3:00 PM
Gifts That Grow: AI-Enhanced Strategies for Expanding Major Contributions
(Learning Lab) (Presented by Donor Search)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Introductory/Foundational

3:15 PM-3:45 PM
Outcomes Based Grants Reporting Made Simple: Utilizing Salesforce’s Nonprofit Cloud to Manage Impact Reporting
(Learning Lab) (Presented by RSM US)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Introductory/Foundational

3:15 PM-3:45 PM
Unlocking Giving Potential: Navigating Market Sizes and Archetypes for Successful Fundraising in North America
(Learning Lab) (Presented by Altrata)
Learning Lab 2 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Strategic

3:45 PM-5:00 PM
AI for Fundraising: Your Quick-Start Guide
(Presented by Microsoft)
Room: 801 A
Current and Prospective Donor Research
Applied

3:45 PM-5:00 PM
Be Bold Better: What It Takes To Create Transformational Gifts
Room: 714 A/B
Securing the Gift (Sponsored by Mission CRM)
Applied

3:45 PM-5:00 PM
Building the Future Mid-Level and Major Donors (Presented by Blackbaud)
Room: 713 A/B
Securing the Gift (Sponsored by Mission CRM)
Applied

3:45 PM-5:00 PM
Corporate Partnership: Handling the Hard Questions
Room: 701 B
Relationship Building (Sponsored by Golfstatus)
Applied

3:45 PM-5:00 PM
Cultivating Abundance - Big Gifts for Small Shops
Room: 802 A/B
Securing the Gift (Sponsored by Mission CRM)
Introductory/Foundational
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<tr>
<th>Time</th>
<th>Session Title</th>
<th>Room</th>
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<tr>
<td>3:45 PM-5:00 PM</td>
<td>Engaging Diverse Donors and Cultivating an Inclusive Donor Base</td>
<td>801 B</td>
<td>Relationship Building (Sponsored by Golfstatus)</td>
<td>Applied</td>
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<td>3:45 PM-5:00 PM</td>
<td>Moving Toward Equitable Futures: A CCF Panel</td>
<td>718 B</td>
<td>Relationship Building (Sponsored by Golfstatus)</td>
<td>Applied</td>
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<td>3:45 PM-5:00 PM</td>
<td>From Young Pro To Emerging Leader: How To Maximize AFP To Build Your Career!</td>
<td>601 A/B</td>
<td>Leadership and Management (Sponsored by Lindauer Global)</td>
<td>Applied</td>
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<tr>
<td>3:45 PM-5:00 PM</td>
<td>Not Just CRM Data Anymore! Mega-trends for Non-technical Fundraising Leadership</td>
<td>602 A/B</td>
<td>Current and Prospective Donor Research</td>
<td>Strategic</td>
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<td>3:45 PM-5:00 PM</td>
<td>How Capital Campaigns Are Changing and What You Can Learn From National Organizations' Experience</td>
<td>718 A</td>
<td>Securing the Gift (Sponsored by Mission CRM)</td>
<td>Applied</td>
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<td>3:45 PM-5:00 PM</td>
<td>Post Give Day Tips to Amplify Donor Loyalty (Presented by Fundraising Academy)</td>
<td>715 A/B</td>
<td>Relationship Building (Sponsored by Golfstatus)</td>
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<td>3:45 PM-5:00 PM</td>
<td>How To Engage Your Board in Fundraising</td>
<td>716 A/B</td>
<td>Leadership and Management (Sponsored by Lindauer Global)</td>
<td>Strategic</td>
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<td>3:45 PM-5:00 PM</td>
<td>Raising Money Where You Don’t Live: Funding in Secondary Markets</td>
<td>717 A/B</td>
<td>Relationship Building (Sponsored by Golfstatus)</td>
<td>Introductory/Foundational</td>
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<tr>
<td>3:45 PM-5:00 PM</td>
<td>Manage and Measure Your Impact as a Strategic Asset</td>
<td>803 A/B</td>
<td>Leadership and Management (Sponsored by Lindauer Global)</td>
<td>Applied</td>
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<td>3:45 PM-5:00 PM</td>
<td>With a Great Story Comes Great Responsibility: A Case Study of Ethical and Trauma-Informed Storytelling</td>
<td>701 A</td>
<td>Ethics, Accountability and Professionalism</td>
<td>Applied</td>
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4:00 PM-4:30 PM
Smarter Fundraising: Leveraging Technology to Raise More Money More Efficiently (Learning Lab) (Presented by Huron Consulting Group)
Learning Lab 2 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Strategic

4:30 PM-5:00 PM
Charting Success: Navigating the Dynamics of Fundraising With the Fundraising Effectiveness Project (Learning Lab)
Learning Lab 1 in The EXCHANGE
Learning Lab (Sponsored by Lindauer Global)
Introductory/Foundational

5:15 PM-6:15 PM
Exchange Happy Hour
AFP Exchange - Level 800
Social Events
TUESDAY, APRIL 9

7:00 AM-3:00 PM
Bookfair
Level 700

7:00 AM-8:00 AM
Coffee (Sponsored by Qgiv)
Level 700

7:00 AM-5:30 PM
First Aid/EMT
Level 800

7:00 AM-3:00 PM
ICON Registration
Level 600

7:00 AM-5:30 PM
Nursing Room
Room: 702

8:00 AM-9:15 AM
AI in Fundraising: Enhancing Efficiency and Impact While Ensuring Accountability
Room: 801 A

8:00 AM-9:15 AM
Data-Driven Do-Gooders: Unleash Your Nonprofit's Superpowers With Data
Room: 601 A/B

8:00 AM-9:15 AM
Development and Communications Teams Working Together: How To Get Along and Get On With It
Room: 714 A/B

8:00 AM-12:30 PM
Executive Coaching – Additional Registration Required
Room: 710

8:00 AM-12:30 PM
Executive Coaching – Additional Registration Required
Room: 704

8:00 AM-12:30 PM
Executive Coaching – Additional Registration Required
Room: 706

8:00 AM-9:15 AM
Fundraising Is Funny
Room: 701 A

Leadership and Management (Sponsored by Lindauer Global)

Leadership and Management (Sponsored by Lindauer Global)

Leadership and Management (Sponsored by Lindauer Global)

Leadership and Management (Sponsored by Lindauer Global)
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<tr>
<td>8:00 AM-9:15 AM</td>
<td>Learning From the Present To Prepare for the Future of Volunteer Engagement</td>
<td>602 A/B</td>
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<td>Volunteer Involvement</td>
<td><strong>Applied</strong></td>
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<td>8:00 AM-9:15 AM</td>
<td>Measuring Major Gifts Success: The Top 10 Metrics That Matter</td>
<td>701 B</td>
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<td>Securing the Gift (Sponsored by Mission CRM)</td>
<td><strong>Strategic</strong></td>
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<td>8:00 AM-1:00 PM</td>
<td>Prayer Room</td>
<td>810</td>
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<td>8:00 AM-9:15 AM</td>
<td>Not ANOTHER AI session!? The Unexpected Applications of AI (Presented by Fundraise Up)</td>
<td>801 B</td>
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<td>Current and Prospective Donor Research</td>
<td><strong>Strategic</strong></td>
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<td>8:00 AM-9:15 AM</td>
<td>The Cockpit, Congress, and Charities: Stories from a Nonprofit CEO (Presented by CharityEngine)</td>
<td>803 A/B</td>
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<td>Leadership and Management (Sponsored by Lindauer Global)</td>
<td><strong>Introductory/Foundational</strong></td>
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<td>8:00 AM-9:15 AM</td>
<td>The Keys to Donation Form Conversion: Design and Optimization (Presented by Blackbaud)</td>
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<td><strong>Introductory/Foundational</strong></td>
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<td>8:00 AM-9:15 AM</td>
<td>Thinking Big Around Legacy Giving for Growth &amp; Long-term Connection</td>
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<td>Relationship Building (Sponsored by Golfstatus)</td>
<td><strong>Applied</strong></td>
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<tr>
<td>8:00 AM-9:15 AM</td>
<td>Turn Data Into Dollars: How Insights and Technology Together Can Deliver Major Giving Wins for Fundraisers (Presented by Bonterra)</td>
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<td><strong>Strategic</strong></td>
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<tr>
<td>8:00 AM-9:15 AM</td>
<td>Unleashing Leadership Potential: Coaching for Nonprofit Success and Building Inclusive Teams</td>
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<td>Leadership and Management (Sponsored by Lindauer Global)</td>
<td><strong>Introductory/Foundational</strong></td>
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8:00 AM-9:15 AM
What Not to Say to Your Donors, Eh? (And What to Say Instead)
Room: 718 A
Securing the Gift (Sponsored by Mission CRM)
Introductory/Foundational

8:00 AM-9:15 AM
Write and Wrong: Developing Million Dollar-plus Proposals
Room: 713 A/B
Securing the Gift (Sponsored by Mission CRM)
Introductory/Foundational

9:00 AM-1:00 PM
Exchange Hours - Tuesday
AFP Exchange - Level 800

9:00 AM-1:00 PM
Quiet Room
Room: 703

9:15 AM-9:45 AM
AI and Innovations in Prospecting and Marketing with Sylogist MISSION CRM + Microsoft Cloud for Nonprofit (Learning Lab)
Learning Lab 2 in The EXCHANGE
Introductory/Foundational

9:15 AM-10:00 AM
Coffee in The Exchange (Sponsored by Qgiv)
AFP Exchange - Level 800

9:15 AM-9:45 AM
Fundraising Reimagined: 5 Innovative Tools to Skyrocket Donor Acquisition (Learning Lab) (Presented by Bloomerang)
Learning Lab 1 in The EXCHANGE

10:00 AM-10:30 AM
Moving Up or Moving Out: A Donor-Centric Approach to Portfolio Management and Handoffs - (Learning Lab) (Presented by Gravyty)
Learning Lab 2 in The EXCHANGE

10:00 AM-10:30 AM
Navigating Donor Journeys: Strategies for Engaging Nonprofit Supporters (Learning Lab) (Presented by Microsoft)
Learning Lab 1 in The EXCHANGE

10:15 AM-11:30 AM
Becoming a Changemaker: How Fundraisers Are Positioned for Advancing Equity
Room: 718 B
Leadership and Management (Sponsored by Lindauer Global)
Applied

10:15 AM-11:30 AM
Big Donors Love Big Ideas: Vision & Innovation Leading to Major Gifts
Room: 713 A/B
Leadership and Management (Sponsored by Lindauer Global)
Applied
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<tr>
<td>10:15 AM-11:30 AM</td>
<td>Brand Your Capital Campaign for Success</td>
<td>717 A/B</td>
<td>Leadership and Management (Sponsored by Lindauer Global)</td>
<td>Strategic</td>
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<td>Building a Sustainable Fundraising Plan: A Research-backed Guide to Healthy Fundraising (Presented by Qgiv)</td>
<td>602 A/B</td>
<td>Leadership and Management (Sponsored by Lindauer Global)</td>
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<td>Create a Fired-Up High Performing Board</td>
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<td>Volunteer Involvement</td>
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<td>Dare To Lead: Becoming a Volunteer Leader for AFP</td>
<td>716 A/B</td>
<td>Volunteer Involvement</td>
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<td>Emerging Trends in Fundraising Research (Sponsored by AFP Foundation for Philanthropy)</td>
<td>718 A</td>
<td>Current and Prospective Donor Research</td>
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<td>Empowering Change: Engaging Black Communities and Donors in Fundraising</td>
<td>801 B</td>
<td>Relationship Building (Sponsored by Golfstatus)</td>
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<td>Engaging Meaningfully With Donors Through a Gift in Will Pipeline</td>
<td>701 B</td>
<td>Securing the Gift (Sponsored by Mission CRM)</td>
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<td>Hidden Gold: How Monthly Giving Will Build Donor Loyalty and Improve Donor Retention</td>
<td>714 A/B</td>
<td>Securing the Gift (Sponsored by Mission CRM)</td>
<td>Applied</td>
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<td>How We're Transforming Our AFP Chapter Through a Commitment to IDEA</td>
<td>601 A/B</td>
<td>Leadership and Management (Sponsored by Lindauer Global)</td>
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<td>Interactive Listening Workshop: AI for Fundraisers (Presented by Microsoft)</td>
<td>603</td>
<td>Relationship Building (Sponsored by Golfstatus)</td>
<td>Introductory/Foundational</td>
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<td>Time</td>
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<td>10:15 AM-11:30 AM</td>
<td>Trust, Impact, and Communications To Overcome Donor Skepticism and Increase Fundraising Results</td>
<td>715 A/B</td>
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<tr>
<td>10:15 AM-11:30 AM</td>
<td>Unlocking Donor Potential: Transforming Volunteers into Cause Champions through Relationship-Driven Fundraising (Presented by Fundraising Academy)</td>
<td>802 A/B</td>
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<td>10:15 AM-11:30 AM</td>
<td>Using the Power of Connections and Influence in Global Corporate Fundraising</td>
<td>801 A</td>
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<td>10:15 AM-11:30 AM</td>
<td>You Can Be More Than Remotely Successful Fundraising Remotely</td>
<td>803 A/B</td>
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<td>10:15 AM-11:30 AM</td>
<td>Navigating Donor Expectations In a Smartphone World (Presented by Fundraise Up)</td>
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<tr>
<td>10:45 AM-11:15 AM</td>
<td>Unlocking Impact: Exploring the Power of Impact Frameworks for Nonprofits (Presented by UpMetrics)</td>
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<tr>
<td>11:00 AM-1:00 PM</td>
<td>Lunch in The Exchange (Sponsored by Feathr)</td>
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<td>11:30 AM-12:00 PM</td>
<td>Tech for Impact: A Look at 2024 Nonprofit Trends (Presented by Sage)</td>
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<tr>
<td>11:45 AM-12:15 PM</td>
<td>AFPeeps Game Show: AI Edition (Presented by AFPeeps)</td>
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<tr>
<td>1:00 PM-2:30 PM</td>
<td>General Session - Closing Keynote with Phyllis Webstad</td>
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