

AFP LEAD 2025

Session Schedule · October 16–18

Association of Fundraising Professionals Leadership Conference

■ WII = Women's Impact Initiative Session

■ CANCELLED = Session has been cancelled

● Introductory/Foundational
● Applied ● Strategic

October 16

2:30 PM – 3:30 PM

Ally, Advocate and Leader: Learning to Defend Threatened Missions Ethically & Authentically ● Applied

■ Embassy Hall C

Explore how nonprofit leaders can strategically extend their personal and professional privilege to defend organizations serving vulnerable communities. Share firsthand experiences navigating shifting federal policies, leveraging influence, and leading with integrity.

Speakers: Kirk Laughlin, CFRE

Breaking Barriers: Leadership, Legacy, and Limitations as AFP's First Black Woman Global Board Chair ● Strategic

■ Embassy Hall A/B

As the first Black woman to serve as AFP Global Board Chair, this session explores unique challenges, leadership lessons, and transformative victories across the US, Canada, Mexico, and England.

Speakers: Birgit Burton

How Should Executive Directors Strategically Think About Their Volunteer Program? ● Applied

■ Embassy Hall D

Actionable strategies to transform your volunteer program from a support function into a cornerstone of organizational sustainability—unlocking the synergy between volunteer management and sustainable funding.

Speakers: Geng Wang, MBA · Rochelle Jerry, CFRM

Succession Planning Essentials ● Applied

■ Embassy Hall E/F

Is your organization prepared for a leadership transition? Explore readiness for planned and unplanned departures, continuity of business operations, and your own leadership development path.

Speakers: Kerri Mollard, MA

The Ethical CEO: Leading AI Adoption without Losing Your Organization's Soul

■ International Ballroom North

Presented by Media Cause. How to adopt AI technologies while preserving your organization's ethical and cultural fabric—covering bias, employee autonomy, co-creating AI norms, and psychological safety.

Speakers: Tiffany Rivers · Ryan Fuquea

What Makes Fundraisers Tick? How to Retain and Energize Your Fundraising Talent ● Applied

■ International Ballroom South

Explore who fundraisers are as people, what drives their wellbeing, and the critical role leadership plays in shaping a supportive culture that affects retention.

Speakers: Adrian Sargeant, MBA, PhD

3:45 PM – 4:45 PM

<p>◆ WII Session</p> <p>Breaking Barriers & Negotiating Your Worth: Women in Fundraising Leadership ● Applied</p> <p>■ <i>Embassy Hall C</i></p> <p>Equips women with proven strategies to negotiate their worth, advocate for promotions, and step into leadership with confidence through role-playing, peer discussions, and action planning.</p> <p>Speakers: Myrna Davalos, CFRE</p>	<p>x CANCELLED</p> <p>Burnout in Fundraising: When Passion Meets the Breaking Point ● Strategic</p> <p>■ <i>Embassy Hall D</i></p> <p>Explores the realities of mental health in philanthropy, uncovering causes of burnout and emotional exhaustion with strategies to set boundaries and sustain passion.</p> <p>Speakers: Daniel H. Lanteigne, CFRE, ASC, C.Dir., CHRP</p>
<p>Impossible to Ignore: Using Automation to Grow Your Nonprofit</p> <p>■ <i>Embassy Hall D</i></p> <p>Presented by Feathr. Highly effective, low-touch automation options to find new donors, engage existing ones, and drive action—practical ideas for any budget and team size.</p> <p>Speakers: Kimberly Bottom</p>	<p>Leading Through Change: Engaging Your Champions and Challengers</p> <p>■ <i>Embassy Hall E/F</i></p> <p>Presented by Blackbaud. Examine distinct employee personas and their relationship to change. Learn best practices to engage and support different personas during major workplace shifts.</p> <p>Speakers: Matt Connell</p>
<p>Servant-Leadership: What it means to serve others ethically ● Introductory/Foundational</p> <p>■ <i>Embassy Hall A/B</i></p> <p>Explore the ways we are called to our positions, and those moments when moving too quickly or making decisions without careful consideration can lead to unethical outcomes.</p> <p>Speakers: DeeDee Mozeleski, CPGS</p>	<p>The Executive Edge: Elevating Executive Impact Towards Organizational Transformation ● Applied</p> <p>■ <i>International Ballroom North</i></p> <p>Equip senior leaders with firsthand perspectives on driving change, elevating leadership capabilities, fostering continuous improvement, and addressing talent-related issues through strategic HR partnerships.</p> <p>Speakers: Kevin Foyle, CFRE, MBA · Faith Bachus</p>
<p>The Future of Philanthropy is Intersectional: Leading with Inclusion for Maximum Impact ● Strategic</p> <p>■ <i>International Ballroom South</i></p> <p>Go beyond performative DEI to build authentic, inclusive donor relationships. Walk away with a roadmap for integrating intersectionality into your organization's mission.</p> <p>Speakers: Daa'iyah Rahman · Matthew Easterwood, CFRE, CAP</p>	

October 17

9:00 AM – 10:00 AM

<p>From Guesswork to Growth: Future-Proofing Your Development Strategy with Strategic Systems ● Strategic</p> <p>■ <i>Embassy Hall C</i></p> <p>Introduces the Predictability Matrix to help leaders diagnose forecasting gaps, align donor pipeline strategy, and apply High-Impact Donor Engagement insights for precision-driven revenue planning.</p> <p>Speakers: Debbie Arthur · Corinna Krauskopf, MS</p>	<p>Navigating Transitions with Empathy & Strategy ● Strategic</p> <p>■ <i>Embassy Hall D</i></p> <p>Strategies to lead with empathy through leadership transitions—covering donor confidence, board dynamics, staff morale, and mission continuity from someone who experienced 4 CEOs in 24 months.</p> <p>Speakers: Liz Loreti, CFRE, MA</p>
--	--

<p>Neurophilanthropy for Executives: From Fundraising Tactics to Culture-Wide Transformation</p> <p>■ <i>Embassy Hall E/F</i></p> <p>Presented by Instil. Introduces neurophilanthropy—the fusion of neuroscience, psychology, and identity theory in high-impact fundraising—with a framework for deeper donor resonance and transformational giving.</p> <p>Speakers: Eric Frans, CFRE, MA</p>	<p>◆ <i>WII Session</i></p> <p>Owning Your Power: Overcoming Imposter Syndrome with Executive Presence ● Applied</p> <p>■ <i>Embassy Hall A/B</i></p> <p>Empower women to overcome self-doubt with actionable strategies for developing executive presence, communicating with authority, and advancing careers unapologetically.</p> <p>Speakers: Allison Quintanilla Plattsmier, CFRE, PhD</p>
--	--

<p>The Right Talent, Right Now: How to Build and Retain an Allstar Team ● Applied</p> <p>■ <i>International Ballroom North</i></p> <p>Identify the important players on a team, understand the roles they play, and create essential team dynamics to build a high-performance environment.</p> <p>Speakers: Jamal Cornelious, MA</p>	<p>Trump, DOGE and Nonprofits: How YOU can advocate for AFP and Nonprofits in Your Hometown</p> <p>■ <i>International Ballroom South</i></p> <p>Discover what you can do to fight back and advocate with government leaders on behalf of nonprofits in your community amid increased federal scrutiny.</p> <p>Speakers: Daniel Blakemore, CFRE · Roy Jones</p>
---	--

10:30 AM – 11:30 AM

<p>7 Rules of High Self-Esteem for the Nonprofit Professional ● Introductory/Foundational</p> <p>■ <i>Embassy Hall C</i></p> <p>Essential strategies to build self-worth, enhance resilience, prevent burnout, align values with action, communicate assertively, and lead with purpose.</p> <p>Speakers: Ken Miller, CFRE</p>	<p>◆ <i>WII Session</i></p> <p>Advancing Women, Advancing Philanthropy ● Introductory/Foundational</p> <p>■ <i>International Ballroom North</i></p> <p>A panel of fundraising professionals share their path to leadership, building confidence, and navigating the gender pay gap—equipping you to advocate for yourself and create a more equitable environment.</p> <p>Speakers: Chris Evans, CFRE · Maryum Phillips, MS · Dhriti Stocks, CFRE, PhD · Karen Perry, CFRE, CPC, ELI-MP</p>
--	---

<p>Get out of Your Head. Get Into Your Heart: Inspiring and Influencing Others to Act</p> <p>■ <i>International Ballroom South</i></p> <p>A framework to communicate more effectively, refine your storytelling, and access your authentic voice to inspire others and build support for your organization.</p> <p>Speakers: Tiffany Quivers, MA</p>	<p>How Learning a Bit About Coaching Can Make You a Much Better Development Professional ● Introductory/Foundational</p> <p>■ <i>Embassy Hall D</i></p> <p>Add coaching techniques to your skillset to build stronger, deeper donor connections and make your organization one of their philanthropic priorities.</p> <p>Speakers: Randy Gorod, MA</p>
--	--

<p>Integrating Inclusion, Diversity, Equity, and Accessibility (IDEA) Into a Thriving Culture of Philanthropy ● Strategic</p> <p>■ <i>Embassy Hall A/B</i></p> <p>A strategic planning workshop covering current barriers preventing IDEA integration, a strategic planning process, and impactful change management frameworks.</p> <p>Speakers: Chrissey Nguyen Klockner · Jonathan Meagher-Zayas, CFRE, MSW, MPA, CDP</p>	<p>Nonprofit Finance Essentials for Fundraising Professionals ● Introductory/Foundational</p> <p>■ <i>Embassy Hall E/F</i></p> <p>Demystify financial reports, key terms, and budgeting concepts to help fundraisers confidently engage with funders. Learn to interpret financial statements and craft narratives that strengthen grant proposals.</p> <p>Speakers: Anthony Petchel, CFRE, MBA, CTP · Deborah Steinkopf, MSW</p>
--	---

2:15 PM – 3:15 PM

<p>Conflict as a Catalyst: Turning Workplace Tensions into Growth Opportunities ● Applied</p> <p>■ <i>Embassy Hall C</i></p> <p>Learn to navigate difficult conversations, foster psychological safety, and create a culture where conflict leads to progress. Walk away with tools to transform challenges into catalysts for leadership.</p> <p>Speakers: Ronesha Jackson, M.S.</p>	<p>From Frustration to Confidence – A Neuroscience Approach to Mastering Emotions for Transformational Leadership ● Applied</p> <p>■ <i>Embassy Hall D</i></p> <p>A scientific journey into how emotions are created and processed in the nervous system, and how mastering them impacts leadership, energy, and ultimate impact as a fundraising professional.</p> <p>Speakers: Marcela Rodriguez · Sonya Perez-Lauterbach, MSLOC</p>
---	--

<p>X CANCELLED</p> <p>Lead Boldly: Shaping the Future of Inclusive Leadership ● Strategic</p> <p>■ <i>Embassy Hall A/B</i></p> <p>Equips fundraising professionals with inclusive leadership strategies, ethical decision-making frameworks, and innovative storytelling techniques to drive impact.</p> <p>Speakers: Sarau Becerra, CPGS</p>	<p>The 4Es of Inclusive Leadership: A Practical Model for Building Trust, Culture, and Resilience ● Strategic</p> <p>■ <i>Embassy Hall E/F</i></p> <p>Presented by Bonterra. Explore how authentic leadership rooted in emotional intelligence can transform team dynamics, strengthen organizational culture, and deepen donor and community trust.</p> <p>Speakers: Dionn Schaffner, MBA · Kimberly O'Donnell</p>
--	---

The Adaptive Nonprofit: Strategic Frameworks for Energizing Teams Through Change ● Strategic

■ *International Ballroom North*

Research-backed frameworks to transform organizational structure while energizing teams. Drawing from EOS and contemporary change management research, create personalized Executive Leadership Action Plans.

Speakers: Alexis Cooke, MRes

The Ethical Nonprofit ● Applied

■ *International Ballroom South*

Explore the what, how, and why behind ethical standards in fundraising—how ethics complement organization management and how boards, staff, and beneficiaries can participate in ethical planning.

Speakers: Bree Muehlbauer · Jack Alotto, CFRE, MA

3:45 PM – 4:45 PM

x CANCELLED

Future-Proofing Your Nonprofit's Finances: A Roadmap to Resilience, Revenue, and Sustainability ● Applied

■ *Embassy Hall C*

Covers strengthening financial foundations, diversifying revenue, managing expenses wisely, and mastering cash flow through interactive discussions and real-world examples.

Speakers: Stephanie Skryzowski, MPA

Leading with Love: How Joy, Belonging, Gratitude, Appreciation, and Curiosity Make Fundraising Magic Happen ● Applied

■ *Embassy Hall D*

How celebrating the 'small stuff,' poking fun at the 'bad and ugly,' and cultivating a safe workspace breeds gratitude and results in fundraising success.

Speakers: Bri Gerzevske, CFRE, MA

Mission Retainable: Strategic Insights for Nonprofit Leaders to Cultivate Donor Loyalty ● Applied

■ *Embassy Hall A/B*

Presented by Bloomerang. Data-driven insights from 380+ fundraisers and 1,000+ donors to uncover what drives donor loyalty and strengthen stewardship—even in uncertain times.

Speakers: Ann Fellman

◆ *WII Session*

Negotiation Mastery: How to Ask for What You Deserve ● Applied

■ *Embassy Hall E/F*

Learn the art of salary negotiation to secure the top of your range and advocate for your raise and promotion. Debunk myths holding women back from asking for the salary they deserve.

Speakers: Shannon Bowen

Using Emotional Intelligence to Manage in 360 Degrees ● Strategic

■ *International Ballroom North*

How one organization's commitment to trust and emotional intelligence navigates remote work complexities—with specific strategies for consistent communication and a culture of feedback.

Speakers: Alisa Toney, MA · Anthony Roberts, BA

We Can Do Better: The Role of Positionalities, Biases, and Assumptions in Social Impact Design ● Introductory/Foundation

■ *International Ballroom South*

Learn and practice simple ways to name uncertainties and assumptions embedded in your work to create more impactful, co-designed solutions.

Speakers: Heather Hiscox, MPH

October 18

8:00 AM – 9:00 AM

Human-Centered Leadership: Emotional Intelligence & Resilience in an AI-Transformed World ● Applied

■ Embassy Hall C

In an AI-transformed world, emotional intelligence—self-awareness, empathy, self-management and social awareness—is more critical than ever for creating positive work culture and retaining staff.

Speakers: Anh Vo, MS

◆ WII Session

Kindness as a Leadership Superpower: Creating Teams That Thrive ● Introductory/Foundational

■ Embassy Hall D

Discover how intentional kindness fosters trust, boosts engagement, and strengthens workplace culture. Walk away with practical tools to lead with confidence, compassion, and impact.

Speakers: Cindy Rowe

Leading When You Are Thrown Into the Deep End of the Pool ● Strategic

■ Embassy Hall A/B

When leadership provides little guidance, fundraisers must set their own goals, manage up, and lead authentically. Navigate fresh or saltwater environments with a clear direction.

Speakers: Megan Spranger, CFRE, JD · Lisa Chmiola, CFRE, CSPG

Prioritizing Mental Health: Building Workforce Wellness in Trying Times

■ International Ballroom South

Explore the mental health crisis and the role of organizations in addressing workforce needs—highlighting innovative professional development and wellness programs to optimize employee functioning.

Speakers: Linda McGhee, JD, Psy.D.

The Nonprofit Shakeup – Authentic Leadership in Times of Crisis ● Applied

■ International Ballroom North

How do you keep staff motivated, donors engaged, and funders confident amid political shifts and economic stress? Hands-on role-plays and problem-solving to lead with authenticity and resilience.

Speakers: Christal Cherry, MA

The "F Word" ... Feedback ● Applied

■ Embassy Hall E/F

Equips participants with skills to deliver effective, inclusive feedback across dimensions of race, gender, and ability—fostering trust, growth, and engagement in diverse workplaces.

Speakers: Ama Agyapong, MBA

9:15 AM – 10:15 AM

<p>From Doer to Director: Overcoming Imposter Syndrome and Embracing Your First Steps into Leadership ● Applied</p> <p>■ <i>International Ballroom North</i></p> <p>An interactive panel of emerging leaders who recently navigated the transition from front-line to leadership. Real-world stories and strategies to overcome self-doubt and stay focused on growth.</p> <p>Speakers: Leanne Baumel, CFRE · Keith Greer, CFRE · Casey Therrien, CFRE · Matt Stokes, MA, LSSGB</p>	<p>Leading Fundraising Teams with Compassion: A Human-Centered Approach to Retention and Success ● Applied</p> <p>■ <i>Embassy Hall C</i></p> <p>The CARE Leadership Model (Clarity, Accountability, Resilience, Empathy) fosters trust, motivation, and long-term team success. Walk away with a personalized retention strategy.</p> <p>Speakers: Myrna Davalos, CFRE</p>
<p>Mastering Resilience: Entrepreneurial Strategies for Success in Uncertain Times ● Introductory/Foundational</p> <p>■ <i>Embassy Hall D</i></p> <p>Equip nonprofit leaders to think like entrepreneurs—innovative, agile, and ready to navigate uncertainty—applying ethical business strategies without compromising the heart of the mission.</p> <p>Speakers: Dean Axelrod, JD, MBA</p>	<p>✗ CANCELLED</p> <p>Own Your Power: How Not to Make Yourself Small so Others are More Comfortable ● Strategic</p> <p>■ <i>Embassy Hall A/B</i></p> <p>Women nonprofit leaders explore internal and external barriers that lead them to minimize achievements. Evidence-based strategies to fully embrace leadership potential and advance to C-suite positions.</p> <p>Speakers: Courtney Bugler, CFRE</p>
<p>Remote Fundraising & Leadership: Thriving or Just Surviving? ● Applied</p> <p>■ <i>International Ballroom South</i></p> <p>Explore the realities of remote donor engagement, virtual team management, and digital fundraising. Walk away with an action plan to enhance productivity, engagement, and fundraising success.</p> <p>Speakers: Terri Williams, CFRE, MA · Kenya Roberts, CFRE</p>	<p>The Turnover Trap: Breaking Free to Build Fundraising Success ● Strategic</p> <p>■ <i>Embassy Hall E/F</i></p> <p>Challenge management practices around scarcity mindsets—micromanagement, resource constraints, blame culture—and shift from controlling to empowering to cultivate longevity and fundraising success.</p> <p>Speakers: Chelsea Rudisill, CFRE</p>