



## Schedule At-a-Glance

*Times are approximate and subject to change*

*All conference activities will take place in the Nyami Nyami Lodge at the Brevard Zoo*

### **Thursday, May 14**

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|-----------|---|
| 1:00 p.m. | Welcome by APRA-FL President, Mary Jamieson Dee   |
| 1:05 p.m. | Keynote Presentation by Jay Frost<br><i>Sponsored by: Thinking Cap Keynote Sponsor <b>Jerold Panas, Linzy and Partners</b></i>                    |
| 1:30 p.m. | “Panning for Gold” (Finding Prospects)<br>Margaret King, InfoRich Group   |
| 2:45 p.m. | “Oh, the Places You Can Go” (Leadership & Career Development)<br>Karen Isble, University of Michigan/Immediate Past President, APRA International |
| 3:45 p.m. | BREAK   |
| 4:00 p.m. | Project & Time Management<br>Dr. Meredith Hancks, Western Illinois University   |
| 5:00 p.m. | Wrap-up/adjourn until dinner  |
| 6:30 p.m. | Conference Dinner<br><i>Sponsored by: Party Hat Dinner Sponsor <b>CivicBridge</b></i>   |



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### **Friday, May 15**

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| 8:00 a.m.  | Registration & networking with continental breakfast   |
| 8:45 a.m.  | Opening remarks by APRA-FL President, Mary Jamieson Dee  |
| 9:00 a.m.  | Keynote Presentation by Rel Sci<br><i>Sponsored by: Top Hat Presenting Sponsor <b>Rel Sci</b></i>  |
| 10:00 a.m. | What a Wonderful World: Strategies & Tactics for International Fundraising and Prospect Research<br>Jay Frost, Jerold Panas, Linzy and Partners              |
| 11:00 a.m. | BREAK  |
| 11:15 a.m. | Annual APRA-FL Business Meeting  |
| 12:15 p.m. | Lunch/Networking   |
| 1:15 p.m.  | Sponsor Presentation<br><i>Sponsored by: Chapeau Sponsor <b>Donor Search</b></i>   |
| 1:30 p.m.  | Strategy & Relationships<br>Sharon Brown, Kathy McDonald, and Sarah Johnson, University of Florida   |
| 2:30 p.m.  | BREAK  |
| 2:40 p.m.  | Special Presentation   |
| 3:00 p.m.  | Best Practices Panel Discussion<br>Steffanie Brown, Florida Institute of Technology; Mike Lasala, Rollins College; and Pam Spencer, Florida State University |
| 3:45 p.m.  | Closing remarks by APRA-FL President, Mary Jamieson Dee  |