












APRA Florida 2026 Conference: Going For Gold Schedule-At-A-Glance

Thursday, February 26, 2026

8:00 am – 8:45 am	Breakfast, Registration and Sign-In
8:45 am – 9:00 am	Welcome and Conference Kick-Off/ Prospect Development Olympics
9:00 am – 10:00 am	SESSION 1: Diamond Sponsor Presentation – EverTrue/DonorSearch
10:00 am – 11:00 am	SESSION 2: CRM and Profile Integrations <div style="display: flex; align-items: center;">  <div style="margin-left: 10px;"> <p><i>Kerrianne Farrow, Associate Director, Prospect Research</i> Shriner's Children Hospital</p> </div> </div> <div style="display: flex; align-items: center; margin-top: 20px;">  <div style="margin-left: 10px;"> <p><i>Alisha Overstreet, Prospect Analyst</i> Shriner's Children Hospital</p> </div> </div>
11:00 am – 11:45 am	SESSION 3: Beyond the CRM: Capturing Prospect Research & Prospect Strategy Impact with the Accountability Weekly Accomplishments Log



	 <p><i>Jose Osorno, Director of Prospect Strategy</i> University of South Carolina</p>
11:45 am – 1:00 pm	Lunch/ Prospect Development Olympics
1:00 pm – 2:00 pm	SESSION 4: From Ancestors to Assets: Unearthing Connections Through Genealogy and AI  <p><i>Rachel Hammond, Donor Research Coordinator</i> Moody Bible Institute of Chicago</p> <p>Discover how genealogical research can enhance donor identification and relationship mapping.</p>
2:00 pm – 2:15 pm	Break
2:15 pm – 3:15 pm	SESSION 5: Yes, You Are A Leader  <p><i>Theresa Clark, Assistant Director, Prospect Development (Retired)</i> Florida State University</p>


<p>3:15 pm – 4:30 pm</p>	<p>Panel Discussion: Prospect Development Tips and Tricks</p> <div data-bbox="578 233 786 474">  </div> <p><i>Aisha Maddox, Director of Research & Relationship Management</i> Rollins College</p> <div data-bbox="571 558 802 821">  </div> <p><i>Jose Osorno, Director of Prospect Strategy</i> University of South Carolina</p> <div data-bbox="571 877 808 1131">  </div> <p><i>Jennifer Filla, CEO and President</i> Prospect Research Institute & Aspire Research Group</p> <div data-bbox="571 1220 834 1493">  </div> <p><i>Lance Balding, Portfolio Optimization Analyst</i> University of Miami</p>
<p>4:30 pm – 5:00 pm</p>	<p>Networking & Visit with Vendors</p>
<p>5:00 pm – 6:30 pm</p>	<p>Reception: Chelsea’s Bar and Grille (on-site)</p>
<p>6:30 pm</p>	<p>Independent Dinner</p>



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Friday, February 27, 2026

8:00 am – 8:45 am	Breakfast
8:45 am – 9:00 am	Prospect Development Olympics
9:00 am – 9:30 am	Sponsor Presentation 6: Donor Atlas
9:30 am – 10:30 am	<p>SESSION 7: The Progressive Edge: How AI is Redefining Prospect Development</p> <div style="display: flex; align-items: center; margin-top: 20px;">  <div style="margin-left: 10px;"> <p><i>Jess Channell-Iler, Director of Prospect Research</i> Florida State University</p> </div> </div> <div style="display: flex; align-items: center; margin-top: 20px;">  <div style="margin-left: 10px;"> <p><i>Theresa Clark, Assistant Director, Prospect Development (Retired)</i> Florida State University</p> </div> </div>
10:30 am – 11:30 am	SESSION 8: Understanding the Value of Your Network

	 <p>Cheyenne St. Julian, <i>Assistant Director of Prospect Research at the University of North Dakota & Owner of Coastal Clarity Consulting</i></p>
11:30 am – 11:45 am	Prospect Development Olympics
11:45 am – 1:00 pm	Lunch: Roundtable Discussions
1:00 pm – 2:00 pm	SESSION 9: Impact Intelligence: Translating Wealth Advisor Trends into Prospect  <p>Valerie Anastasio <i>Fundraising Consultant</i></p>
2:00 pm – 2:30 pm	Closing Remarks

*Schedule Subject to Change