



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  <i>Kerrianne Farrow, Associate Director, Prospect Research Shriner's Children Hospital</i>  <i>Alisha Overstreet, Prospect Analyst Shriner's Children Hospital</i>
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 1:00 pm - 2:00 pm	<p>Lunch/ Prospect Development Olympics</p> <p>SESSION 4: From Ancestors to Assets: Unearthing Connections Through Genealogy and AI</p>
	 <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 2:15 pm - 3:15 pm	<p>Break</p> <p>SESSION 5: Yes, You Are A Leader</p>  <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> <p> <i>Aisha Maddox, Director of Research & Relationship Management Rollins College</i></p> <p> <i>Jose Osorno, Director of Prospect Strategy University of South Carolina</i></p> <p> <i>Jennifer Filla, CEO and President Prospect Research Institute & Aspire Research Group</i></p> <p> <i>Lance Balding, Portfolio Optimization Analyst University of Miami</i></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	SESSION 7: The Progressive Edge: How AI is Redefining Prospect Development  <i>Jess Channell-Iller, Director of Prospect Research</i> Florida State University
10:30 am - 11:30 am	SESSION 8: Understanding the Value of Your Network  <i>Theresa Clark, Assistant Director, Prospect Development (Retired)</i> Florida State University

	 <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