



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 – TBD
10:00 am – 11:00 am	SESSION 2: CRM and Profile Integrations Prospect Development Staff, Shriners Hospital
11:00 am – 11:45 am	SESSION 3: Beyond the CRM: Capturing Prospect Research & Prospect Strategy Impact with the Accountability Weekly Accomplishments Log Jose Osorno and Kayla Ly, University of South Carolina
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 Rachel Hammond, Donor Research Coordinator, Moody Bible Institute of Chicago Discover how genealogical research can enhance donor identification and relationship mapping.
2:00 pm – 2:15 pm	Break
2:15 pm – 3:15 pm	SESSION 5: Yes, You Are A Leader Theresa Clark, Assistant Director, Prospect Development, Florida State University
3:15 pm – 4:30 pm	Panel Discussion: Prospect Development Tips and Tricks Aisha Maddox, Director of Research & Relationship Management, Rollins College Jose Osorno, Director of Prospect Strategy at the University of South Carolina Jennifer Filla, CEO and President Prospect Research Institute & Aspire Research Group
4:30 pm – 5:00 pm	Networking & Visit with Vendors
5:00 pm – 6:30 pm	Reception: Chelsea's Bar and Grille (on-site)
6:30 pm	Independent Dinner



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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: TBA
9:30 am – 10:30 am	SESSION 6: The Progressive Edge: How AI is Redefining Prospect Development Jess Channell-Iler and Theresa Clark, Florida State University
10:30 am – 11:30 am	SESSION 7: Understanding the Value of Your Network Cheyenne St. Julian, Assistant Director of Prospect Research at the University of North Dakota & Owner of Coastal Clarity Consulting
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 8: TBD
2:00 pm – 2:30 pm	Closing Remarks

*Schedule Subject to Change