


Monday, May 4, 2015



4:00p - 6:00p	CDO Only Registration <i>Ballroom Lobby/Pre Assembly</i>
6:00p - 9:00p	CDO Dinner at Union League Cafe <i>(Limited to NACCCO Chief Development Officers)</i>

Tuesday, May 5, 2015

7:00a - 8:00p	Registration, Information, and Dine Around and Tour Sign Up <i>Ballroom Lobby/Pre Assembly</i>
7:30a - 8:30p	CDO Breakfast with Presenting and Platinum Development Sponsors <i>(Limited to NACCCO Chief Development Officers and Invited Presenting and Platinum Sponsors)</i> <i>York</i>
8:30a - 12:00p	CDO Retreat with Keynote Steve Rum <i>(Limited to Chief Development Officers, additional fee applies)</i> <i>College AB, Chapel A, B, C for breakouts</i>
8:30a - 12:00p	PAN Workshop: Career Management or Career Chaos? It's Up to You! Speaker: Julie Jansen <i>(Limited to Pre-Registered PAN Pre-Conference Workshop Attendees, additional fee applies)</i> <i>Wooster</i>
1:00p - 2:30p	NACCCO Board and PAN Steering Committee Working Lunches <i>(Limited to NACCCO and PAN Board Members)</i> <i>George AB, Whalley</i>
2:30p - 3:30p	NACCCO Board and PAN Steering Committee - Joint Meeting <i>(Limited to NACCCO and PAN Board Members)</i> <i>College AB</i>
4:00p - 5:00p	NACCCO New Member Orientation with Vicki J. Riedel, Jana Sharpley and Suzanne Teer <i>(Open to all NACCCO Members and Non-Members)</i> <i>Temple</i>
4:00p - 5:30p	PAN NCI and BUDGET UPDATE with Nelvis Castro <i>(Limited to PAN Members and Non-Members)</i> <i>Church</i>
5:00p - 6:00p	Cancer 101 with Anees Chagpar, MD <i>York</i>
5:30p - 7:30p	Welcome Reception in Exhibitor Hall <i>Grand Ballroom ABD</i>
7:30p - 9:00p	Dine Arouds <i>(Choose location from Dine Around options. Sign up available on site)</i>

Wednesday, May 6, 2015

	NACCCO TRACK 1 (Major Gifts)	NACCCO TRACK 2 (Pipeline/Annual Giving)	NACCCO TRACK 3 (Strategic Initiatives)	PAN TRACK 1 (Public Affairs)	PAN TRACK 2 (Marketing)	
6:30a	NACCCO/PAN Walk/Run <i>Omni Hotel Lobby</i>					
7:00a - 6:00p	Registration and Information <i>Ballroom Lobby/Pre Assembly</i>					
7:30a - 8:30a	Breakfast in Exhibitor Hall <i>Grand Ballroom ABD</i>					
8:45a - 9:45a	Plenary Session 1: Wanda Sykes <i>Grand Ballroom C</i>					
9:45a - 10:00a	Refreshments and Networking with Exhibitors <i>Grand Ballroom ABD</i>					
10:00a - 11:00a	Session 1	Creating a Grateful Patient Major Gifts Program from Scratch: Year One. Speakers: Emily Christian and Thom Harmon <i>Chapel ABC</i>	Decoding Cancer Center Constituents. Speaker: Brittany Hill <i>George AB</i>	Bedside Manners: Strategies for Working with Chronically Ill Patients/Donors. Speaker: Cindy Perlis <i>Wooster</i>	Hit Me with Your Best Shot: Managing Your Reputation, Digital Press Strategy, Strategic Use of Social Media. Speakers: Gina Czark, Rachel Donovan and Heidi Findlay <i>Church</i>	Brand Cop/ Brand Unbelievable! Speakers: Scott Redding and Laurie Wilshusen <i>York</i>
11:00a - 11:45a	Refreshments and Networking with Exhibitors <i>Grand Ballroom ABD</i>					
11:45a - 12:45p	Session 2	Getting the First Call/Meeting. Speakers: Lauren Cooler, Kevin Pickett and Megan LeDonne Ward <i>Chapel ABC</i>	Two NACCCO Tracks only for Session 2.	Collaboration in a Matrix Environment. Panelists: Steve Chaykowski, Marie Jo Corry, Michael Hibler and Charles Turner <i>Wooster</i>	Wild, Wild West of Public Affairs. Moderators: Nicole Fawcett and Tara Yates <i>Church</i>	Emerging Trends and Innovations in Cancer Care. Speakers: Jim Jacobsohn and Lisa Slama <i>York</i>
1:00p - 2:00p	NACCCO Luncheon <i>College AB</i>					
1:00p - 2:00p	PAN Luncheon <i>Temple</i>					
2:00p - 2:30p	Dessert and Networking with Exhibitors <i>Grand Ballroom ABD</i>					
2:30p - 4:00p	Plenary Session 2: Hoda Kotb <i>Grand Ballroom C</i>					
4:00p - 4:30p	NACCCO & PAN Board Photos <i>Grand Ballroom ABD and Pre Assembly Stairs</i>					
4:30p - 6:00p	Networking with Exhibitors <i>Grand Ballroom ABD</i>					
6:00p - 9:00p	Coach Transfer to Owenego Inn, Clambake. Sponsored by 					

Thursday, May 7, 2015						
	NACCCO TRACK 1 (Major Gifts)	NACCCO TRACK 2 (Pipeline/Annual Giving)	NACCCO TRACK 3 (Strategic Initiatives)	PAN TRACK 1 (Public Affairs)	PAN TRACK 2 (Marketing)	
6:15a	NACCCO/PAN Walk/Run <i>Omni Hotel Lobby</i>					
7:00a - 6:00p	Registration and Information <i>Ballroom Lobby/Pre Assembly</i>					
7:30a - 8:30a	Breakfast in Exhibitor Hall <i>Grand Ballroom ABD</i>					
8:45a - 10:00a	Session 3	Outlier Faculty Members and Major Gifts. Peter Lamothe and Paolo Werstler <i>Chapel ABC</i>	Calculating ROI for Special Events. Speakers: Lindsay Heksch, Pam McAdams, and Kathy Werner <i>George AB</i>	Coaching for Career Success: A Workshop for Mid-Level Professionals. Speaker: Suzanne Teer Wooster	It's a Jungle Out There: Bushwhacking Our Way through the Federal Health care Landscape. Panelists: Richard I. Fisher, M.D.; Thomas J. Lynch, Jr. M.D.; William Nelson, M.D., Ph.D. Moderator: Margaret Foti. (Combined session) <i>Temple</i>	
10:00a - 10:30a	Refreshments and Networking with Exhibitors <i>Grand Ballroom ABD</i>					
10:30a - 11:45a	Session 4	Maximizing Your Peer 2 Peer Fundraising Potential through Partnership. Speaker: Emily Parris Sandler <i>Chapel ABC</i>	The Middle Chasm: Leveraging Leadership Annual Giving. Speakers: Carrie Bickford and Peter Lamothe <i>George AB</i>	Arrivals and Departures: Creating Seamless Faculty Transitions. Speakers: Sarah Andrews and Tricia Bruning <i>Wooster</i>	Giving Away the Playbook - Gaining Value from Conferences. Panelists: Kelly Baldwin, Joe Dangor, Miriam Falco, Katie Marquedant, Roger Sergel, Sr., and Jeffrey Molter <i>Church</i>	Press Ganey is Passe': How Marketing Can Bring Real-Time Customer Insight to the Table. Speaker: Megan Chavez <i>York</i>
12:00p - 12:30p	Coach Transfer to West Campus (<i>Depart from Hotel Lobby</i>)					
12:30p - 1:15p	Luncheon and Plenary Session 3: Thomas Lynch, Jr, MD. Sponsored by 					
1:30p - 4:30p	Optional Tours: Yale Old Campus, Smilow Cancer Hospital (Sold out), Yale Art Gallery. (<i>Confirm your selection at the tour desk near registratin in Ballroom Lobby/PreAssembly</i>)					
4:30p - 6:00p	Free Time					
6:15p - 9:30p	Walk to Commons, Dinner Sponsored by 					
Friday, May 8, 2015						
	NACCCO TRACK 1 (Major Gifts)	NACCCO TRACK 2 (Pipeline/Annual Giving)	NACCCO TRACK 3 (Strategic Initiatives)	PAN TRACK 1 (Public Affairs)	PAN TRACK 2 (Marketing)	
7:00a - 12:00p	Registration and Information <i>Ballroom Lobby/Pre Assembly</i>					
7:30a - 8:30a	Breakfast <i>Grand Ballroom A</i>					
8:45am-9:45a/10:00	Session 5	2015 Benchmarking Survey Results. Speakers: Linda Cameron and Anthony Moye (8:45a - 10:00a) <i>College AB</i>		Understanding the Science So You Can Tell the Story. Speakers: John Curtis, Garth Sundem, and Ron Winslow (8:45a - 9:45a) <i>Church</i>	Empowering the Decision Maker: How Women Influence Decision-Making in Cancer Care. Speakers: Nicole Coy and John McKeever (8:45a - 9:45a) <i>York</i>	
9:45a - 10:00a	PAN Refreshment Break <i>Grand Ballroom A</i>					
10:00a - 10:15a	NACCCO Refreshment Break <i>Grand Ballroom A</i>					
10:00a - 11:00a	PAN Session 6				The Evolution of Crisis Communications in the Digital Age. Speakers: Vanessa Wasta and Elisa Williams <i>Temple</i>	
10:15a - 11:45a	NACCCO Session 6	Foundation Relationships: Working with Family Foundations. Speaker: Dori Kreiger <i>Chapel ABC</i>	Making the Multi-Channel Fundraising Dream a Reality. Speaker: Robyn Mendez <i>George AB</i>	Creating Intentionality: Shaping and implementing a principal gift-funded research program. Speakers: Mary Maxwell and Karen Spataro <i>Wooster</i>		
11:00a - 11:15a	PAN Refreshment Break <i>Grand Ballroom A</i>					
11:15a - 12:15p	PAN Session 7				Branding and Communicating from the Inside Out (internal communications). Speakers: Lisa Bailey and Charles Soltoff <i>Temple</i>	
11:45a	NACCCO Sessions Conclude					
12:15p	PAN Sessions Conclude					