

**Apra-Virginia Spring 2018 Conference Agenda**

Thursday, May 17, 2018

Christopher Newport University – Freeman Center (Rooms 201 & 202)  
1 University Place, Newport News, VA 23606

- 9:30 a.m. Registration and continental breakfast** (*sponsored by DonorSearch*)
- 9:50 a.m. Welcome** – Adelia P. Thompson, Vice President for University Advancement, Christopher Newport University
- 10:00 a.m. A Humanities Non-Profit from Scratch: Building a Community from the Ground Up** - *Dr. David Brown, Co-Director, The Fairfield Foundation*
- 11:00 a.m. Break**
- 11:15 a.m. Key Metrics in Major Giving** - *Daniel Ross, Solutions Sales Consultant, Advizor Solutions*
- 11:45 am Chapter Update**
- 12:00 p.m. Lunch** (*sponsored by Advizor Solutions*)
- 1:00 p.m. Research and Prospect Management for Planned Giving** - *Chris Hubert, Assistant Director of Research, University of Virginia*
- 2:00 p.m. Break**
- 2:15 p.m. Share the Knowledge Roundtable Discussion: Prospect Management: Big and Small** - *Nick Sollog, The Sollog Group*
- 3:00 p.m. Meeting adjourns**

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*A huge **thank you** to our conference sponsors, Advizor Solutions, DonorSearch, Target Analytics, and to our host, Christopher Newport University!*

