

**2008 ICAA SUMMER CONFERENCE SCHEDULE**

<b>Time</b>	<b>Session</b>	<b>Speaker(s)</b>
WEDNESDAY, July 30		
10:00 a.m. - 2:00 p.m.	<b>Registration</b>	
12:00 - 1:45 p.m.	<b>Newcomer Orientation (includes lunch)</b>	
2:00 - 3:10 p.m.	<b>Welcome and Opening Session : 41 Years of Lessons Learned</b>	Gene Haberman, Ashland University (retired)
3:15 - 4:10 p.m.	<b>Concurrent Session</b>	
	<b>1 Social Networking and Alumni Relations</b>	Jeff James, Mythology Marketing
	<b>2 Trends to Corporate Philanthropy</b>	Jeff Wolf, OFIC
	<b>3 The Human Resources Life Preserver</b>	Andrea Sprouse, Marathon
	<b>4 Technology for Traveling Fundraisers</b>	Josh Smith, Bluffton University
	<b>5 Expressing Thanks: Student Development Meets Donor Development</b>	Debbie Sprang, Baldwin-Wallace College
	<b>6 Major Gift Metrics</b>	James Smith, Univ. of Indianapolis
4:15 - 4:30 p.m.	<b>BREAK</b>	Sponsored by Orion Strategies
4:30 - 5:25 p.m.	<b>Concurrent Session</b>	
	<b>1 Otterbein's Variable Campaign Proposals: Leveraging strategy one investor at a time</b>	Donna Burtch & Joe Neal, Otterbein College
	<b>2 The Fiscally Responsible Fundraiser: How to Close the Gift Without All the Hoopla</b>	Julie Pontasch and Jim Beaverson, Bowling Green State University
	<b>3 Student Ambassador Groups: Getting Started</b>	Joe Borowski, Baldwin-Wallace College
	<b>4 Advancement Services: Doing it All in a Small Shop</b>	Dave Smittle, Ohio Northern University
	<b>5 From Data to Information to News: Getting the Most out of Your Campus Institutional Research Base</b>	Robert Burke, AICUO
6:30 - 7:00 p.m.	<b>Reception</b>	Sponsored by Mythology Marketing
7:00 - 9:00 p.m.	<b>Dinner Buffet</b>	
9:00 - 9:15 p.m.	<b>The Big Swap</b>	
9:30 - ?	<b>Hospitality Suite</b>	Sponsored by Liberty Mutual
THURSDAY, July 31		
7:30 a.m.	<b>Breakfast Roundtables</b>	Sponsored by RuffaloCODY
8:15 - 9:10 a.m.	<b>General Session : Hey, Did You Read the One About...?</b>	Donna Boen, Miami University
9:15 - 10:10 a.m.	<b>Concurrent Session</b>	
	<b>1 Accent on Women</b>	Margaret Pomfret, Ashland University
	<b>2 How Your Graduates Can Help You: Alumni Surveys from a Practitioner's Point of View</b>	Ron Uroda, AICUP
	<b>3 The Best Donors are those already in the Room - Stewardship for Major Gift Donors</b>	Paul Daugherty, WVU-Eye Institute
	<b>4 Overcoming Obstacles in Phonathons</b>	Heather Albrecht, RuffaloCODY

	<b>5 Leading Where it Counts</b>	Danny Nicholson, Coastal Carolina University
10:15 - 10:30 a.m.	<b>BREAK</b>	
10:30 - 11:25 a.m.	<b>Concurrent Session</b>	
	<b>1 Working with the President's Office</b>	Linda Hicks, WV Wesleyan College
	<b>2 Case Studies in Planned Giving</b>	Tom Konkoly and Mike Walczak, Baldwin-Wallace College
	<b>3 Using a Development Audit to the Greatest Advantage</b>	Kris Kindelsperger, Johnson, Grossnickle and Associates, Inc. & Tanya Shelton, WV Wesleyan College
	<b>4 Automation - The Latest Phonathon Trend for Independent Colleges</b>	Jeff Alix, Ashland University; Annie Boehm, Otterbein College; Lori Pongtana, Denison University; Dacy Wilcox, Ohio Northern University; John Templeman, Baldwin-Wallace College
	<b>5 Prospecting in your database: Using data to help your fundraising evolve</b>	Sally Boucher, Wealth Engine
	<b>6 Marketing to Attract Donor Investment</b>	John Goettler, Goettler Associates
11:30 - 12:25	<b>General Session: How to Handle the Hard Calls: Six Success Tips for Dealing with a Media Crisis</b>	Suzanne Wilcox English, University of Findlay
12:30 - 1:30 p.m.	<b>Lunch</b>	
1:30 - 6:00 p.m.	<b>Recreation</b>	
6:30 - 7:00 p.m.	<b>Reception</b>	
7:00 - ?	<b>Golden Anniversary Celebration, Keynote Address by Ken Sheetz, and Awards Banquet</b>	Sponsored by Goettler Associates
FRIDAY, Aug 1		
8:15 a.m.	<b>Breakfast &amp; Stories from the Field</b>	moderated by Kathy Milam, Wilmington College Sponsored by Wealth Engine
9:00 - 9:45 a.m.	<b>General Session: Presidential Address</b>	Dr. Pamela Balch, WV Wesleyan College Sponsored by Johnson, Grossnickle and Associates, Inc.
9:45 - 10:35 a.m.	<b>General Session: A Philanthropist's Perspective</b>	Dr. Lucille Ford, Ashland County Community Foundation
10:45 - 11:15 a.m.	<b>General Session &amp; Conference Wrap-up</b>	
11:30 a.m.	<b>Hotel Check-out and Depart</b>	