

<b>Date</b>	<b>Time</b>	<b>Presentation</b>	<b>Speaker</b>
1/18/17	1 PM EST	AHP Quarterly Membership Benefits Webinar Series (1)	Lindsay Shelton-Gross
2/14/17	3 PM EST	The Psychology of Giving	Susan Holt
3/2/17	2 PM EST	Becoming a Culturally-Proficient Professional	Lily Wagner, Dr., CFRE
3/10/17	3 PM EST	Data Security and HIPPA: What Researchers and Development Staff Need to Know	Jeri Alcock
3/23/17	4 PM EST	Key Elements and Strategies to Building a Major Gift Program	Dan Otto, CFRE, Shelton Jones
4/12/17	2:30 PM EST	Integrating Planned Giving into Major and Annual Gift Programs	Angela E. White, CFR, John T. Keith, J.D.
4/18/17	2 PM EST	Launching a Gratitude Driven Moves Management Program	Jenny Kleintop, Cinda Johnson
4/19/17	1 PM EST	AHP Quarterly Membership Benefits Webinar Series (2)	Lindsay Shelton-Gross
5/18/17	3 PM EST	Creating the First Big Campaign with a Small Shop: The Base for Current and Future Success	Thomas R. Poole, CFRE, Larry C. Jerome
5/24/17	2 PM EST	Strategic Planning and Development: Marital Bliss or Shotgun Wedding?	Doug Diefenbach, Randy Varju
6/29/17	2 PM EST	Breaking Through and Standing Out: Communication for Strategic Differentiation	Doug Diefenbach, Cassandra Di Prizio, Jeanne Rattenbury
7/11/17	3 PM EST	What Are You Going to Do to My Patient?	Gail Rudolph, Ben Golding
8/9/17	1 PM EST	AHP Quarterly Membership Benefits Webinar Series (3)	Lindsay Shelton-Gross
9/21/17	2 PM EST	Research-Based Methods for Engaging Patients and Volunteers as Major Gift Donors	Dawn Moore, Jennifer Alpert
9/26/17	2 PM EST	Just the Facts, Ma'am	Sarah Ingram, CFRE, Jamie Campbell, CFRE
9/27/17	3 PM EST	Strategies and Tips to Effectively Connect with Donors	Jamie Lynch, CFRE
10/4/17	1 PM EST	Succession Planning for Your CEO	Tracey Comeau, MA, CFRE, Barbara Dunphy, MBA
10/25/17	3 PM EST	Are Distractions Affecting Your Sustainability?	Sharron Batsch
12/6/17	1 PM EST	AHP Quarterly Membership Benefits Webinar Series (4)	Lindsay Shelton-Gross