

**Association for Healthcare Philanthropy
Madison Institute**

HC 101 Mini Track

DRAFT

2022

Core Faculty:
Sharon Harrington
Dan Martin
Jennifer Ratliff
Scott Senatore
Preston Walton

Sunday, July 17	Topic/Activity	Faculty
1:00 – 5:00 pm	Registration	
5:00 – 5:45 pm	Welcome & Introductions	Harrington Martin Senatore Ratliff Walton
5:45 pm	Overview of HC101	Harrington Martin Senatore Ratliff Walton
6:30 – 7:45 pm	Networking Social	

Class Guest Speakers

Alice Ayers, President, AHP
Lisa Bielamowicz, President, Gist Healthcare
Leslie Grimmer, Managing Director, Huron

Madison Institute 2022—HC 101 for Experienced Fundraisers

Monday, July 18	Topic/Activity	Faculty
7:00 – 8:00 AM	Breakfast – Great Hall, Memorial Union	ALL
8:00 – 9:00 AM	General Session/Opening Keynote – Great Hall, Memorial Union	ALL
9:15 AM – 10:15 AM	Understanding the Healthcare Sector/Industry	Harrington
10:15 AM – 11:15 A.M.	Managing Up & Across: Working with the Senior Executive Team at Hospitals and Health Systems	Harrington Martin Senatore Ratliff Walton
11:15 AM – 12:00 PM	Healthcare Fundraising the Unique Beast: An Overview of Resources Available through AHP	Senatore
12:00 PM – 1:00 PM	LUNCH	ALL
1:00 PM – 2:00 PM	Legal Landscape in Healthcare	Martin
2:00 PM – 3:30PM	Case Study Roundtable Discussion	Harrington Martin Senatore Ratliff Walton
3:30 PM – 4:30 PM	Healthcare Delivery and Economics	Harrington
4:30 PM – 5:00 PM	Day One De-Brief	ALL
5:00 – 6:00 PM	Networking Social	ALL
Evening	Dinner on your own	ALL

**All sessions and breaks are in Pyle Center unless otherwise noted.*

Madison Institute 2022—HC 101 for Experienced Fundraisers

Tuesday, July 19	Topic	Faculty
7:30 – 9:00 AM	Breakfast & General Session – Great Hall, Memorial Union	ALL
9:15 AM – 10:30 AM	Healthcare Trends (panel discussion with guest speakers)	Ayres Bielamowicz Grimmer Walton
10:30 AM – 11:30 AM	Managing Up & Across: Working with the Senior Executive Team at Hospitals and Health Systems (Part II) – Hospital/Health System Fundraising	Harrington Martin Senatore Ratliff Walton
11:30 AM – 12:00 PM	ACCESS TO CARE: Population Health, Health Equity	Walton
12:00 PM – 1:00 PM	LUNCH	ALL
1:00 PM – 2:00 PM	Employee Giving/Physician and Nursing Constituents/	Senatore
2:00 PM – 3:00 PM	Grateful Patients	Ratliff
3:00 PM – 4:00 PM	Case Study Roundtable Discussion/Wrap Up Session	Harrington Martin Senatore Ratliff Walton
5:00 – 6:00 pm	Networking Social	ALL
Evening		