

**Association for Healthcare Philanthropy
Madison Institute**

**Fundraising Management
2022**

Core Faculty:

Track Dean: Ingrid Perry

Associate Dean: Jessica McLain

Faculty: Arthur Ochoa, JD; Azra Hussain CPA, CGA, CFRE; David Collis

Sunday, July 17	Topic/Activity	Faculty
1:00 – 5:00 pm	Registration	
5:00 – 6:30 pm	Welcome Leadership/Management Exercise	Ingrid Perry Jessica McLain (Art, David, Azra)
6:30 – 7:45 pm	Networking Social	

Class Guest Speakers:

David Flood

Monday, July 18	Topic/Activity	Faculty
7:45-8:45 am	General Session	
9:00-10:00 am	Strategic Management & Leadership	Art Ochoa (Ingrid)
10:00-10:15 am	Coffee Break	
10:15 – 11:45 am	Strategic Management & Leadership	Art Ochoa (Jess)
11:45-12:45 pm	Lunch	
1:00-2:30 pm	Role of Chief Development Officer	Ingrid Perry (David)
2:30-3:00 pm	Refreshment Break	
3:00-5:00 pm	Strategic Development Planning	Azra Hussain (Jess)
5:00-6:00 pm	Network Social	
5:00 – 6:00 PM	Social Hour	
Evening	Dinner on your own	

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

Tuesday, July 19	Topic	Faculty
7:30-8:30 am	Breakfast	
8:30 – 10:00 am	Board Development & Management	Art Ochoa (Ingrid)
10:00 -10:15 am	Coffee Break	
10:15 – 11:45 am	Working Groups: Strat Plan/Board Development	Azra Hussain/Art Ochoa
11:45 – 12:45 pm		
1:00 – 2:30 pm	Politics of Healthcare Philanthropy	Ingrid Perry/David Collis
2:30 – 3:00 pm		
3:00 – 5:00 pm	Managing Employees in Health Care Development	Jessica McLain (Azra/Art)
5:00 – 6:00 pm	Social Hour	
Evening		

Commented [IP1]: ? use of vicoe

Wednesday, July 20	Topic	Faculty
7:30 – 8:30 am	Breakfast – Lowell Centre	
8:30- 10 am	Financial Management Part 1	David Collis/ Azra Hussain
10:00 – 10:15 am	Coffee Break	
10:15 – 11:30 am	Financial Management Part 2	David Collis (Virtual Guest) (Azra)
11:30- 11:45 am	Coffee Break	
11:45 – 12:45 am	Financial Management Working Groups/Canadian Session	David Collis Ingrid/Azra (Canadian)
1:00 -2:00 pm	Lunch – Pyle Centre	
Free afternoon and evening		

Commented [IP2]: Guest — via Zoom CFO

Thursday, July 21	Topic	Faculty
7:30 – 8:30 am	Breakfast – Lowell Centre	
8:30 – 10:00 am	Building a Culture of Philanthropy	Jessica McLain (Azra)
10:00 – 10:15 am	Coffee Break	
10:15 – 11:45 am	Crisis Management in Healthcare Philanthropy	Art Ochoa (Ingrid)
11:45 – 12: 45 pm	Lunch – Pyle Centre	
1:00 – 2:30 pm	Health Systems and Mergers	Jessica McLain Guest: D. Flood (Art)
2:30 – 3:00 pm		
3:00 – 5:00 pm	Seven Building Blocks of a Successful Development Program	Ingrid Perry (David/Art/Jess/Azra)
5:00 – 6:30 pm	Final Social Hour (and a half)	
Evening	Dinner on your own	

Commented [IP3]: ? Guest — David Flood — via Zoom?

Friday, July 22	Topic	Faculty
7:30 – 8:30 am	Breakfast – Lowell	
8:45 – 9:45 am	Strategic Planning Presentations	Azra Hussain et al
9:45 – 10:00 am	Coffee Break	
10:00 – 11: 30 am	Priority Issues/Track Evaluation	All

