

**Association for Healthcare Philanthropy
Madison Institute**

Executive Leadership

2026

Core Faculty:

Dean | Jess McLain, MHA, CFRE

Associate Dean | Art Ochoa, JD
Glenn Miller and Preston Walton

Class Guest Speakers:

Michael Singleton, Russell Reynolds Executive Search

Madison Institute 2026—[Executive Leadership]

| Monday, July 13 | Topic/Activity | Faculty |
|------------------------|---|----------------|
| 7:00 – 8:00 AM | Breakfast Available | |
| 8:00 – 9:00 AM | General Session & Keynote Speaker | |
| 9:00 – 10:30 AM | Introduction | Jess and Art |
| 10:30 – 12:00 PM | Role of the CPO | Art |
| 12:00 – 1:00 PM | Lunch | |
| 1:00 – 2:30 PM | Fundraiser in Chief | Glenn |
| 2:30 – 4:00 PM | How to Develop a “Must do can’t fail business plan” | Preston |
| 4:00 – 4:15 PM | Break | |
| 4:15 – 5:00 PM | Daily Dialogue | |
| 5:00 – 6:00 PM | Welcome Reception | |
| Evening | ELT Dinner - TBD | |

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

Madison Institute 2026—[Executive Leadership]

| Tuesday, July 14 | Topic | Faculty |
|-------------------------|-------------------------------|------------------------------------|
| 8:00 – 9:00 AM | Breakfast Available | |
| 9:00 – 11:00 AM | Self – Preservation | Jess moderate/All |
| 11:00 – 12:00 PM | Practical Advancement | Preston moderate |
| 12:00 – 1:00 PM | Lunch | |
| 1:15 – 2:15 PM | Recruitment Process | Michael Singleton/Russell Reynolds |
| 2:15 – 2:30 PM | Break | |
| 2:30 – 4:00 PM | Coaching Up/Creating Pull | Jess/Glenn |
| 4:00 – 4:15 PM | Break | |
| 4:15 – 5:00 PM | Daily Dialogue | |
| 5:00 – 6:00 PM | ELT Cocktail hour - Edgewater | |
| 5:00 – 6:00 PM | Networking Social | |
| Evening | Dinner on your own | |

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Madison Institute 2026—[Executive Leadership]

| Wednesday, July 15 | Topic | Faculty |
|---------------------------|----------------------------------|----------------|
| 8:00 – 9:00 AM | Breakfast & Optional Roundtables | |
| 9:00 – 10:30 AM | Making The Case for Philanthropy | Glenn |
| 10:30 – 10:45 AM | Break | |
| 10:45 – 12:00 PM | Controlling the Narrative | Preston |
| 12:00 – 1:00 PM | Lunch | |
| 1:00 – 2:30 PM | Daily Dialogue/Parking Lot | All |
| 2:30 PM | Free afternoon begins | |

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Madison Institute 2026—[Executive Leadership]

| Thursday, July 16 | Topic | Faculty |
|--------------------------|---------------------------------------|----------------|
| 8:00 – 9:00 AM | Breakfast – Pyle Center | |
| 9:00 – 10:30 AM | How to Create Your team form/function | Glenn and Art |
| 10:30 – 10:45 AM | Break | |
| 10:45 – 12:00 PM | Building Managing Accountability | Jess |
| 12:00 – 1:00 PM | Lunch | |
| 1:15 – 2:30 PM | Planned Giving Management | Jess/Art |
| 2:30 – 2:45 PM | Break | |
| 2:45 – 4:15 PM | Board/Donor Management | Art |
| 4:15 – 5:00 PM | Daily Dialogue | |
| 5:00 – 6:00 pm | Closing Celebration Social Hour | |
| Evening | Dinner on your own | |

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