



**11th Annual Conference of the
APRA Missouri/Kansas Chapter**
“Prospecting CSI: Uncovering What Counts”
April 22-23, 2010

Harvesters - The Community Food Network
3801 Topping Avenue, Kansas City, MO 64129
816.929.3014
<http://www.harvesters.org/>

Conference Hotel: The Holiday Inn Hotel Country Club Plaza
One East 45th Street
Kansas City, MO 64111
1.877.834.3613 or 816.753.3613 #7400
FAX: 816.753.0359
Conference Rate: \$89/night via **Group Code = APR**
(valid while available through April 2, 2010)

CFRE Continuing Education Credits: Application Pending Final Approval

Thursday, April 22

1:00-1:45pm Registration & Refreshments

1:45-3:15pm Session #1
Valerie Anastasio
Senior Consultant, The Helen Brown Group
Entrepreneurs in the 21st Century: Making a Fortune via the Web

3:15pm Harvesters Presentation, Tour & Informal Networking
Michelle Brownlee, Prospect and Grant Research Coordinator,
Harvesters—The Community Food Network

Conference Day Concludes – Join your APRA Missouri/Kansas Chapter colleagues for dinner at one of many local restaurants supporting Harvesters—The Community Food Network.



Friday, April 23

- 8:30-9:00am Registration & Continental Breakfast
- 9:00-9:15am Welcome from APRA Missouri/Kansas & Harvesters
Catherine A. Harper, President, APRA Missouri/Kansas
Prospect Research Manager, Saint Louis Art Museum
- 9:15-10:15am Session #2
Elizabeth Crabtree
Director of Prospect Research, Brown University
Immediate Past President, APRA International
Just in Time Research: Proactive Strategies for Leading Research & Prospect Management
- 10:15-10:30am Break
- 10:30-11:30am Session #3
Christy Wineland, Vice President, APRA Missouri/Kansas
Assistant Director of Advancement Research & Prospect Management
University of Missouri-Kansas City Foundation
Ethics in Action: Go Fish
- 11:30am-1:00pm Luncheon – with Annual Business Meeting following Keynote Speaker
Elizabeth Crabtree, Keynote Speaker
Partners in Fundraising: The Evolving Role of the Research Profession
- 1:00-1:15pm Break
- 1:15-3:30pm Session #4
Christina Pulawski
Principal, Christina Pulawski Consulting
Pulling it All Together – Strategic Planning and Goal Setting
- 2:15-2:30pm Break
- 3:30-3:45pm Social Hour Set-Up
- 3:45pm Closing Social Hour & Attendance Prizes

Thank you for being with us, return home safely, & join us again next year!