

Trilateral Staff Exchange Program on Alumni Relations and Development

Date of Workshop: September 5-8, 2023
Co-organizers: Northwestern University, Stellenbosch University, University of Hamburg
On-Site Contact: Kim Rapp | Office: +1-847-467-0939; Cell: +1-650-504-1439

Tuesday, September 5, 2023 | EVANSTON CAMPUS

8:30 am	The Graduate Hotel <i>1625 Hinman Ave, Evanston</i>	Meet Kim Rapp in Lobby to Walk to Alumni Relations and Development Office
9:00 am	Alumni Relations and Development <i>1201 Davis St., Evanston Training Room</i>	Welcome & Introductions Kim Rapp , Assistant Vice President for International Relations Amy Lindgren , Talent Development Manager, Alumni Relations and Development
10:00 am	Alumni Relations and Development <i>1201 Davis St., Evanston Training Room</i>	Context: Overview of Alumni Relations and Development at Northwestern Karyn Reif , Senior Associate Vice President Continuum of Engagement: Moving Alumni and Friends from Early Stages of Engagement to Major Committed Gifts Karyn Reif , Senior Associate Vice President David Lively , Senior Associate Vice President Use of Data and Metrics in Development David Lively , Senior Associate Vice President
12:00 pm	Five & Dime <i>1026 Davis St., Evanston</i>	Networking Lunch Northwestern International Relations & Global Learning Jennifer Gerrard , Senior Director, Global Engagement and Intercultural Initiatives Sara McGuinn , Senior Study Abroad Program Manager, Global Learning Janka Pieper , Senior Director, Communications and Intercultural Learning Kim Rapp , Assistant Vice President, International Relations Hongji Wang , Executive Coordinator, International Relations

Tuesday, September 5, 2023 | EVANSTON CAMPUS

Northwestern Alumni Relations and Development (ARD)

Lisa Applegate, Associate Director, Marketing and Communications
Lydia Ballenger, Senior Director, Marketing and Communication
Alicia Kearns, Senior Managing Director, Major Gifts and Campaign Strategies, Kellogg School of Management
De-Anthony King, Senior Director of Major Gifts
Amy Lindgren, Talent Development Manager
Brock Silvey, Sr. Director, Prospect Research and Management
Jennifer Willbanks, Senior Associate Director, International Engagement, Northwestern Alumni Association

2:00 pm John Evans Alumni Center
 1800 Sheridan Road,
 Evanston

Northwestern Alumni Association (Alumni Relations)

Laura Wayland, Executive Director, Northwestern Alumni Association
Lindsay Vahl Dean, Senior Director, Strategic Initiative and Alumni Engagement
+ Discussion: Working with alumni volunteers and clubs

3:00 pm

Break

3:20 pm John Evans Alumni Center
 1800 Sheridan Road,
 Evanston

Fundraising and Engagement Systems

Heather Ruggio, Assistant Vice President, Alumni Relations and Development Services

4:30 pm

Depart John Evans Alumni Center

5:00 pm 1527 Chicago Ave,
 Evanston

Dinner at Giordano's

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Wednesday, September 6, 2023 | CHICAGO CAMPUS

9:00 am The Graduate Hotel
*1625 Hinman Ave,
Evanston*

Taxi to Northwestern's Chicago Campus
Morgan Estabrook, Senior Executive Director, Marketing and Communications, Alumni Relations and Development
Amy Lindgren, Talent Development Manager, Alumni Relations and Development
Kim Rapp, Assistant Vice President for International Relations

10:00 am Arthur Rubloff Building,
RB180,
*375 E. Chicago Ave,
Chicago*

Pritzker School of Law: Alumni Engagement, Fundraising and Stewardship
Darnell Hines, Associate Dean of Development & Alumni, Pritzker School of Law
Sarah Zimmerman, Director of Major and Annual Giving
Jasmin Jenkins, Senior Associate Director of Alumni Engagement
Evan Frost, Associate Director of Major Gifts

12:15 pm Marisol Restaurant and
Bar, Museum of
Contemporary Art
*205 E Pearson St,
Chicago*

Lunch
Mary Beth Busby, Director, Graduate & International Program Admissions, Pritzker School of Law
Morgan Estabrook, Senior Executive Director, Marketing and Communications, Alumni Relations and Development
Amy Lindgren, Talent Development Manager, Alumni Relations and Development
Janka Pieper, Senior Director of Communications and Intercultural Learning, International Relations
Kim Rapp, Assistant Vice President for International Relations

2:00 pm Simpson Querrey
Biomedical Research
Center, Trienens Room
1M-209
302 E Huron St, Chicago

Fundraising at the Feinberg School of Medicine: Alumni, Patients and Friends
Alan Krensky, Vice Dean, Development and Alumni Relations
Jenn Burke, Senior Associate Director of Major Gifts
Andrew Christopherson, Assistant Dean for Development
Terri Dillon, Associate Dean for Development
Jennifer Fry, Senior Director, Operations and Finance
Larry Kuhn, Associate Dean for Development and Alumni Relations
Jeff Masters, Senior Director, Corporate Partnerships and Business Development
Ann Ross, Executive Director, Donor Relations and Communications

4:00 pm **End of Feinberg Program**

4:45ish *112 E. Wacker Drive,
Chicago*

Chicago Architecture Center River Cruise (weather permitting)
Morgan Estabrook, Senior Executive Director, Marketing and Communications, Alumni Relations and Development
Kim Rapp, Assistant Vice President for International Relations

6:30 pm **End of Day's Program**

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Thursday, September 7, 2023 | EVANSTON CAMPUS

10:00 am	John Evans Alumni Center 1800 Sheridan Road, Evanston	Philanthropy Tour of Northwestern's Evanston Campus Scott Meyer , Assistant Director, Prospect Research, Alumni Relations and Development
12:00 pm	James L Allen Center 2169 Campus Dr, Evanston	Networking Lunch Scott Alessi , Sr Associate Director, Executive Communications Farheen Asif , Senior Associate Director, Gift Acceptance and Fund Management Debbie Cassell , Director, Marketing and Communication Sarah S. Dunn , Chief of Staff, Alumni Relations and Development Morgan Estabrook , Senior Executive Director, Marketing Communications, Alumni Relations and Development Maureen Knight-Burrell , Associate Director, Northwestern University Information Technology Daniel MacKenzie , Director of Academic Advising, Medill School of Journalism, Media, Integrated Marketing Communications Amy Lindgren , Talent Development Manager, Alumni Relations and Development Kim Rapp , Assistant Vice President for International Relations
1:45 pm	Kellogg School of Management Global Hub, Rm 5201 2211 Campus Dr, Evanston	Kellogg School of Management Alumni Engagement and Major Gift Fundraising David Sack , Associate Dean, Development and Alumni Relations, Kellogg School of Management Kam Amato , Senior Associate Director, Major Gifts John Huebler , Senior Associate Director, Major Gifts Courtney Villa , Senior Associate Director, Major Gifts Jennifer Beck , Director, Alumni Relations and Development Communications Sara Elsasser , Director, Alumni Engagement Annie Lyonswright , Associate Director of Board Governance and Engagement Alicia Kearns , Senior Managing Director, Major Gifts and Campaign Strategies
4:45 pm		End of Day's Program

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Friday, September 8, 2023 | EVANSTON CAMPUS

9:00 am	1800 Sherman Ave., Rm. 7-600	Mapping/Planning/Reflections Journey Mapping Elmer Almachar , Senior Director, Strategy, Change, and Insight, Kellogg School of Management Linda Feeney , Director, Employer Relations, Kellogg School of Management Jennifer Gerrard , Senior Director, Global Engagement and Intercultural Initiatives, International Relations
12:15 pm		Team Working Lunch
2:15 pm	1800 Sherman Ave., Rm. 7-600	Team Mapping Presentations & Closing Remarks
4:00 pm – 5:30 pm	Mas Salud 720 Clark St, Evanston	Farewell Reception