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<tr>
<th>Time</th>
<th>Session</th>
<th>Instructor(s)</th>
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<tbody>
<tr>
<td>10:45 am - 12:00 pm</td>
<td>Success Starts at Square One: Leading Successful Initial Grant Meetings</td>
<td>M. Linda Wastyn, Ph.D., CFRE, GPC</td>
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<tr>
<td></td>
<td>Lead or Follow: The Delicate Dance Between Consultant and Client</td>
<td>Lisa J. Stefan, GPC &amp; Lisa McAloney</td>
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<td>Out of Sight Site Visits</td>
<td>Lisa Tiffin &amp; Veronica Lewis</td>
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<td></td>
<td>Combating Grant Myths</td>
<td>Nathan Medina, GPC</td>
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<td>Federal Grant Management 101: Key Post-Award Compliance Risks</td>
<td>Scott Sheffer</td>
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<td>Speaking the Same Language: Aligning Your Story with Funder Philosophies &amp; Approaches</td>
<td>Tonya R. Brown</td>
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<td>Navigating the Federal Budget Maze Without Getting Lost</td>
<td>Becky Crump, GPC &amp; Cecilia Peredo, GPC</td>
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<td>&quot;Fight for the things that you care about, but do it in a way that will lead others to join you.&quot;</td>
<td>- Ruth Bader Ginsburg &amp; Kenni Mitchell &amp; Panel</td>
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<td>Research Grant Development 101: Where to start?</td>
<td>Maureen Bonnell &amp; Amanda Faye Lipsey</td>
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<td>1:30 pm - 2:45 pm</td>
<td>The Power of Sustainability: Continuing Your Org's Good Works</td>
<td>M. Linda Wastyn, Ph.D., CFRE, GPC</td>
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<td>A View Like No Other: How to Serve as a Grant Reviewer</td>
<td>Dr. Enrica Hamrey, CAE, CFRE, GPC, CVA</td>
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<td>How Numbers Tell A Story</td>
<td>Karen Norris</td>
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<td>3:15 pm - 4:30 pm</td>
<td>Design Thinking a Dynamic Grants Manual for You, Your Team, and Your Successor</td>
<td>Patricia Duboise, GPC, Richard Interante; Lisa King, GPC &amp; Bobbi Hall</td>
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<td>Strategic Planning for Solopreneurs: How to use strategic planning to transform your consulting practice</td>
<td>Julie Bolt, GPC &amp; Stephanie Davidson</td>
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Updated 5/9/2022
## 2022 Session Schedule as a Grid

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<td>Mid-Career</td>
<td>Advanced-Career</td>
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<td>In Person Levels</td>
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<td>All Career Levels</td>
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### Friday, November 4, 2022

#### 10:00 am - 11:15 am

- **Early-Career**
- **Mid-Career**
- **Advanced-Career**
- **In-Person Only**
- **Virtual Only**

1. **Methods for Grant Professionals to Prioritize Proposals for A Grant Team**
   - Diane H. Leonard, GPC, RST, GPA Approved Trainer
   - In Person & Streaming

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

4. **Consulting**
   - Mid-Career
   - In-Person & Virtual

5. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 12:30 pm - 1:45 pm

- **Mid-Career**
- **In-Person & Streaming**

1. **Grant Reviewer Perceptions of Narrative vs. Form Applications**
   - Jason Adkins, GPC
   - In Person & Streaming

2. **Helping Building and Communication Implications for Grant Work**
   - Becky Jascovik, MFA, GPC
   - In Person & Streaming

3. **Developing Programs for Sustainability**
   - Lauren Welch, GCPC
   - In Person & Streaming

#### 1:45 pm - 2:15 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 2:30 pm - 3:45 pm

- **Mid-Career**
- **In-Person & Streaming**

1. **The Pandemic is Over - How What? Relationship Building and Communication Implications for Grant Work**
   - Ronald Wastyn, Ph.D., M. Linda Wastyn, PH.D., CFRE, GPC
   - In Person & Streaming

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 3:45 pm - 5:00 pm

- **Virtual Only**
- **Streaming Only**

1. **Mid-Career**
   - Mid-Career
   - In-Person & Streaming

2. **Mid-Career**
   - Mid-Career
   - In-Person & Streaming

3. **Mid-Career**
   - Mid-Career
   - In-Person & Streaming

#### 5:00 pm - 6:15 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 6:15 pm - 7:30 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

### Saturday, November 5, 2022

#### 10:00 am - 11:15 am

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 11:15 am - 12:30 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 1:15 pm - 2:30 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 2:30 pm - 3:45 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 3:45 pm - 5:00 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 5:00 pm - 6:15 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 6:15 pm - 7:30 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

### Sunday, November 6, 2022

#### 10:00 am - 11:15 am

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 11:15 am - 12:30 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 12:30 pm - 1:45 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 1:45 pm - 3:00 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 3:00 pm - 4:15 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

#### 4:15 pm - 5:30 pm

- **Mid-Career**
- **In-Person & Virtual**

1. **Consulting**
   - Mid-Career
   - In-Person & Virtual

2. **Consulting**
   - Mid-Career
   - In-Person & Virtual

3. **Consulting**
   - Mid-Career
   - In-Person & Virtual

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<tr>
<td>8:30 am - 9:45 am</td>
<td>In Person &amp; Streaming</td>
<td>All Career Levels</td>
<td>&quot;Should I Stay or Should I Go? How to Grow in Your Grant Career&quot; by Amy Shankland, GPC &amp; Laura Cochran, GPC</td>
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<td>In Person &amp; Streaming</td>
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<td>&quot;The Price is Right - How to Appropriately Price Your Grant Writing Services&quot; by Rachel Waterman &amp; Deja Krenek, GPC</td>
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<td>&quot;A Grant Prose Workshop for Grant Pros&quot; by Melody Hernandez, Dana Patterson &amp; Rhonda Poppen, GPC</td>
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**On-Demand Options**

- **Early-Career**
  - "Crafting Great Grant Budgets" by Cheryl (Kester) Thomas, GPC, GPA Approved Trainer

- **All Career Levels**
  - "Compression Planning: From Theory to Practice" by Jillain Veik-Ehner, GPC & Stacy Fitzsimmons, GPA Approved Trainer

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