

National Association of Athletic Development Directors (NAADD)
17th Annual Convention – June 22-25, 2010
Marriott Hotel – Anaheim, California
As of 6/9/10

Monday, June 21

6:00-7:00 p.m. – Fundamentals of Athletics Development Reception
Open to Fundamentals of Athletics Development Attendees Only

Fundamentals of Athletics Development General Sessions
Sponsored by 360 Architecture

Tuesday, June 22

8:30 – 9:30 a.m. – Mentoring Breakfast – 18 tables of 10 people each – Pre-assigned seating

9:30 - 9:45 a.m. – Welcome and Philosophy of NAADD
Tim McMurray, Senior Associate Athletics Director, Northern Illinois University

9:45 – 10:30 a.m. – Rules of Engagement
Moderator: Tim McMurray, Senior Associate Athletics Director, Northern Illinois University
Presenter: **Pat Chun, Senior Associate Athletics Director, External Relations, The Ohio State University**

10:35 – 11:20 a.m. – CSI – The Nuts and Bolts of Annual Fund Identification, Cultivation and Stewardship
Moderator: Pat Chun, Senior Associate Athletics Director, External Relations, The Ohio State University
Presenters: **Shelly Binegar, Associate Athletics Director, Development and Marketing, Northern Illinois University**
Doug Knuth, Associate Athletics Director for External Relations, University of Utah

11:20 – 11:30 a.m. – Break

11:30 a.m. – 12:15 p.m. – Best Practices – Making The Ask
Moderator: Shelly Binegar, Associate Athletics Director, Development and Marketing, Northern Illinois University
Presenter: **Whit Babcock, Senior Associate Athletics Director, University of Missouri**

12:15 – 1:30 p.m. – Mentoring Luncheon – 18 tables of 10 people each – Pre-assigned seating

1:35 – 2:20 p.m. – How to Identify a Major Gifts Prospect
Moderator: Whit Babcock, Senior Associate Athletics Director, University of Missouri
Panel: **Matt Donovan, Associate Athletics Director for Development, University of Indianapolis**
Dennis Young, Associate Athletics Director, East Carolina University

2:25 – 3:10 p.m. – If I Knew Then What I Know Now
Moderator: Dennis Young, Associate Athletics Director, East Carolina University
Presenter: **Jim Senter, Associate Athletics Director, Development, University of Colorado**

3:10 – 3:20 p.m. – Fundamentals of Athletics Development Evaluation Session and Prize Drawings