



INSIGHT  
PHILANTHROPY  
RESULTS

# EXPLORE

PD25

*New Depths*

August 19-22, 2025

Hilton Baltimore Inner Harbor Hotel, Baltimore, Maryland



# APRA DEBATES: 2025 EDITION

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# SESSION STRUCTURE

- Housekeeping and introductions
- 3 debate topics, 15 minutes per topic
- Voting mechanism for audience
  - Questions can be submitted during the debate and will be answered as time allows

# SPEAKER INTRODUCTIONS

**Brittani Williams**, Houston Zoo

**Jen Nettles**, OhioHealth

**Jill Meister**, Yale University

**Rachael Dietrich Walker**, St. Luke's Health System

**Rachel Hammond**, Moody Bible Institute

**Shad Hanselman**, Florida State University

Moderator: **Stephanie Willis**, Creative Fundraising Advisors

# DEBATE TOPICS

## Initial Topics Discussed

- 1) Access Mania XL: Who Gets the Chair... and Who Gets the Data?
- 2) Is there such a thing as too much data?
- 3) 3) AI – Will it End Prospect Development as We Know it? Who's Ready for Whom?



# DEBATE #1

## ACCESS MANIA XL: WHO GETS THE CHAIR... AND WHO GETS THE DATA?

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LED BY: RACHAEL DIETRICH WALKER  
& SHAD HANSELMAN



# DEBATE #2

## IS THERE SUCH A THING AS TOO MUCH DATA?

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LED BY: BRITTANI WILLIAMS &  
JEN NETTLES



# DEBATE #3

AI – WILL IT END PROSPECT  
DEVELOPMENT AS WE KNOW IT?  
WHO'S READY FOR WHOM?

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LED BY: RACHEL HAMMOND &  
JILL MEISTER



# THANK YOU!

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