

# Association for Healthcare Philanthropy Madison Institute

## Executive Leadership

2025

### Core Faculty:

**Dean** | Jess McLain, MHA, CFRE

**Associate Dean** | Art Ochoa, JD  
Glenn Miller

### Class Guest Speakers:

Preston Walton, President, Alameda Health System Foundation

Michael Singleton, Russell Reynolds Executive Search

*\*All sessions and breaks are in Pyle Center unless otherwise noted.*

## Madison Institute 2025 – Executive Leadership

Monday, July 21	Topic/Activity	Faculty
	<b>Day One: Your Role – Contemporary Needs of CPO</b>	
7:00 AM – 6:00 PM	Registration Open	
7:00 AM – 8:00 AM	Breakfast	
8:00 AM – 9:00 AM	General Session	
9:00 AM – 10:30 AM	Introductions	
10:30 AM – 12:00 AM	Role of the CPO as a highly reliable executive	Art
12:00 PM – 1:00 PM	Lunch	
1:00 PM – 2:30 PM	Fundraiser in Chief – keeping the main thing the main thing	Glenn
2:30 PM – 4:00 PM	How to develop a must-do business plan	Jess
4:15 PM – 5:00 PM	Daily Dialogue	
5:00 PM – 6:00 PM	Welcome Reception	
Evening	Executive Leadership Welcome Dinner	Location TBD

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## Madison Institute 2025 – Executive Leadership

Tuesday, July 22	Topic	Faculty
	<b>Day Two: Creating the Pull</b>	
8:00 AM – 8:45 AM	Breakfast	
8:45 AM – 9:30 AM	General Session & Keynote Speaker	
9:30 AM – 10:30 AM	Self-Preservation	Glenn and Jess
10:30 AM – 11:30 AM	Practical Advancement	Art and Alice
11:30 AM – 1:00 PM	Lunch	
1:00 PM – 2:30 PM	Recruitment Process	Michael Singleton, Russell Reynolds
2:45 PM – 4:00 PM	Coaching Up   Creating the Pull	Jess and Art
4:00 PM – 5:00 PM	Daily Dialogue	
5:00 PM – 6:00 PM	Networking Social	
Evening	Dinner on your own	

All

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## Madison Institute 2025 – Executive Leadership

Wednesday, July 23	Topic	Faculty
	<b>Day Three: Building Acumen – Business Practices - Finance</b>	
8:00 AM – 9:00 AM	Breakfast & Roundtables	
9:00 AM – 10:30 AM	Making the Case for Philanthropy	Glenn
10:30 AM – 11:30 AM	Planned Giving Management	Art and Glenn
11:30 AM – 1:00 PM	Lunch	
1:00-2:30 PM	Daily Dialogue   Parking Lot	All
2:30 PM	Free Afternoon Begins	

\*All

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## Madison Institute 2025 – Executive Leadership

Thursday, July 24	Topic	Faculty
	<b>Day Four: Your Team/Your Work</b>	
8:00 AM – 9:00 AM	Breakfast – Pyle Center	
9:00 AM – 10:30 AM	How to create your team – form/function	Glenn and Art
10:30 AM – 11:30 AM	Building   Managing   Accountability of Your Team	Jess
11:30 AM – 1:00 PM	Lunch	
1:00 PM – 2:30 PM	Controlling the Narrative	Preston
2:45 PM – 4:15 PM	Board/Donor Management	Art
4:15 PM – 5:00 PM	Daily Dialogue	
5:00 PM – 6:30 PM	Closing Celebration – Social Hour	
Evening	Dinner on your own	

\*All

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