



CIS-Grifols AIM Program: Tentative Workshop Outline
January 15-18, 2026 | Hyatt Regency Lost Pines Resort | Austin, Texas

Day 1 (Thursday)

Evening Dinner for Attendees who have arrived

Day 2 (Friday)

7:30am Breakfast

8:00am Welcome and Introductions

8:15am Session 1: Starting at the End - Therapeutic Delivery to Patients

- History of Immunoglobulin Replacement Therapy (IRT)
Cullen Dutmer, MD
- What it Takes to Bring IRT to Patients: Manufacturing
- The Patient Experience

9:45am Break

10:00am Session 2: How Are Companies Structured to Support the Delivery of Therapeutics?

- Physicians in Industry - Overview of Company Structures and Roles –
Jen Leiding, MD
- The Role of Medical Affairs in Shepherding Therapeutic Delivery –
Christina Hill-Zabala, PharmD, MBA

11:15am Break

11:30am Session 3: Back to the Beginning: How do Companies Develop Drugs?

- Drug Development 101 and What's It Like to Be a Drug Developer and CMO
Daniel Adelman, MD

12:30pm Lunch

1:15pm Session 4: I Have an Idea. How Do I Engage with Industry?

Jen Leiding, MD

2:15pm Break

2:30pm Session 5: Optimize your Professional Brand and Time Efficiency

Kristen Gilot-Dowd

- Create an Exceptional LinkedIn Profile & Tips on Pre-Conference Preparation Strategy for Building Your Network
- Tools for Effective Time Management and Productivity with IVY Lee Method



- 3:15pm Break**
3:30pm Optimize Your Clarity of Professional/Personal Goals: SWOT Analysis and Vision Board
Kelli Williams, MD, MPH
- Overview of SWOT and Example(s)
 - Small Group SWOT and Vision Board Creation
- 5:00pm Break**
7:00pm Group Dinner, Sharing of SWOT Insights and Vision Boards

Day 3 (Saturday)

- 8:00am Breakfast**
8:30am ImmunoVate Session 1: Shark Tank-like Pitching and Feedback
10:00am Break
10:15am ImmunoVate Session 2
11:45am Table Topics Working Lunch
12:30pm Innovative Idea Incubator: Developing a Protocol Synopsis and Budget
- Protocol Synopsis Structure
 - Small Group Completion Exercise
 - Budget
 - Reaching out to your academic research office
- 2:30pm Break**
2:45pm Primer to Career Round Table Containing Career Journey
3:00pm Career Round Table
Cullen Dutmer, MD; Rohit Katial, MD; Jen Leiding, MD; Kelli Williams, MD, MPH; Rebecca Marsh, MD; Daniel Adelman, MD
- 4:00pm Break**
6:30pm Group Dinner

Day 4 (Sunday)

- 8:30am Breakfast and Small Group Mentoring**
9:30am Close of AIM, Departures