

FUNDRAISING 101

FUNDRAISING 101 - 2026 - TWO-DAY WORKSHOP & NETWORKING

- WHEN:** THURSDAY, APRIL 30 + FRIDAY, MAY 1, 2026
8:00 A.M. TO 4:30 PM
- WHERE:** KIRK FAMILY YMCA, 222 W 11TH ST., KANSAS CITY, MO 64105
- COST:** \$275 AFP Members - \$360 Non-members
- REGISTER:** Online at

This two-day Fundraising 101 Workshop and Networking event brings together 10 expert facilitators to help you build the essential skills needed to raise the funds your organization needs. You'll gain a clear understanding of core fundraising strategies, from donor engagement to compelling messaging, through practical, hands-on learning. You'll leave with tools, templates, and actionable steps you can immediately apply in your organization or community. Whether you are new to fundraising or strengthening your foundation, you'll walk away confident and prepared to grow support for your mission.

LEARN FROM LOCAL FUNDRAISING EXPERTS HOW TO:

- Cultivate and secure donor meetings
- Secure and upgrade annual and major donors
- Work with trustees, Board members, volunteers and CEOs
- Obtain grant support from foundations, corporations, and government sources
- Effectively steward donors and funders and report on impact and outcomes
- Transition your previous career experiences into a successful fundraising career

WHO SHOULD ATTEND?

- Fundraisers new to the development field
- Seasoned development professionals seeking a refresher in fundraising techniques
- CEOs, Executive Directors, volunteers, board members, or anyone seeking a greater understanding of the development function as it relates to the organization's overall strategic plan, and of their own key role in the development process

KNOWLEDGE DOMAINS IN FUNDRAISING 101:

- Current and Prospective Donor Research
- Leadership and Management
- Relationship Building
- Securing the Gift

HOSTED BY AFP MO, Greater Kansas City Chapter

- Content will be different for both sessions.
- FR101 is in-person only.
- One ticket covers both sessions.
- Breakfast, lunch and snacks provided for both days.



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FUNDRAISING 101 SCHEDULE

DAY 1 - THURSDAY, APRIL 30

8:00 - 8:45	Arrival, Check-in & Breakfast - Networking
8:45 - 9:00	First Day - Icebreaker & Introduction
9:00 - 10:00	Fundraising Fundamentals & Shared Language - Jerry Cooper
10:00 - 11:00	Grant Financials - Carrie Stewart, Assistant Director of Charitable Trusts and Foundations, Commerce Bank
11:00 - 11:15	Break
11:15 - 12:00	Advancing Your Career with AFP and the CFRE - Matt Astleford, CFRE, Senior Managing Director of Development, UMKC Foundation & President of AFPKC
12:00 - 1:00	Lunch & Networking
1:00 - 2:15	Purpose Over Pressure: Reframing the Fundraising Profession - Mary Mooney Burns, CNP, OnBoard KC
2:15 - 2:30	Break
2:30 - 3:45	Grant Seeking - Sheila Montgomery, CFRE, Director of Philanthropic Foundation Giving Children's Mercy Hospital
3:45 - 4:30	Day 1 Wrap-Up and Q & A What did you learn?

DAY 2 - FRIDAY, MAY 1

8:00 - 9:00	Arrival & Breakfast - AFPKC Membership Mixer & Networking
9:00 - 10:00	Collaboration, Volunterrism & Relationship-building - Ian Boyd, Community Engagement Coordinator, Habitat for Humanity of Kansas City
10:00 - 11:00	Membership Organizations - Bailey Carr, Director of Friends of Art & Community Impact Fund, Nelson Museum of Art
11:00 - 11:15	Break
11:15 - 12:15	Rethinking Fundraising: Are We as Community-Centered as We Think? Lauren Clifton-Thompson, Director of Development, Amethyst Place
12:15 - 1:00	Lunch & Networking
1:00 - 2:30	Donor Engagement & Relationship-Building - Denton Williams, Senior Manager of Philanthropy-Major gifts, Harvesters
2:30 - 2:45	Break
2:45 - 3:45	The Psyhology of Fundraising: Strong Major Donor Relationships - Dr. Deanna Nelson
3:45 - 4:30	Day 2 Wrap-Up & Next Steps FR101 Class of 2026 Group Photo & Complete program survey

