



AFP-CAC December 2021 Monthly Newsletter

Notes from the President

Greetings AFP Members,

As the year draws to a close, I ask you to consider strengthening your relationships with family, friends, and colleagues.

Pick up the phone, send a note or even a quick text message just to say hi. You might be surprised how easy it is to reconnect. A week ago, I called a college friend just to reconnect. The call was great. We laughed and laughed at how we were during those undergrad years. We talked about past relationships, our marriages, children, and jobs. What a terrific phone call and so joyous to reconnect with an old dear friend. We ended the call by saying, “let’s stay connected and not let it be so long before we talk again.”

What does this have to do with fundraising? At the core of our work is developing authentic, genuine relationships with donors. Much like family, friends, and colleagues, we hope to inspire and be the change in someone’s life. Our personal relationships help us hone our relationship building skills. It allows for us to be authentic and show real compassion.

A few days ago, that same friend I reconnected to, donated a significant gift to

my organization. His note, “Thanks for reconnecting and being an inspiring light in my life. You made a huge difference in my life during our undergrad years. I am now paying it forward.”

In this joyous season, I am reminded that relationships are everything. Be blessed and merry.

From our house to yours, Merry Christmas, and a Happy New Year!

Terry Langston, Chapter President
AFP-Capital Area Chapter

Save the Date: January Meeting

AFP-CAC JANUARY PROGRAM

PLANNED GIVING

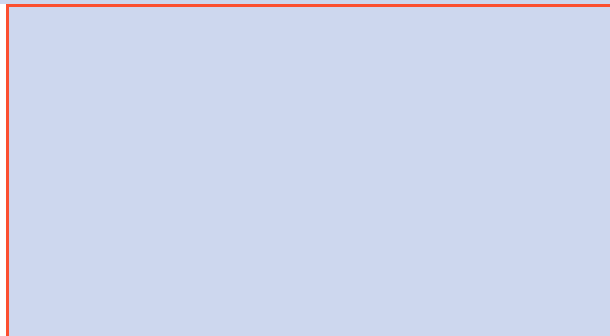
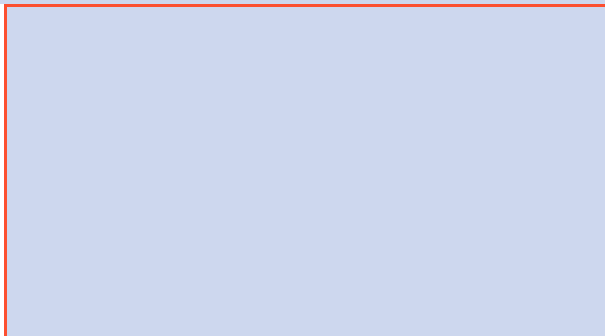
PRESENTED BY: MSU GIFT PLANNING TEAM
MEMBERS, SEAN LYNCH AND TAMI BAUMANN



MICHIGAN STATE UNIVERSITY



Presenters





[Tamara Baumann](#)

Gift Planning Advisor for MSU
University Advancement



[Sean Lynch](#)

Regional Gift Planning Advisor for MSU
University Advancement

January 12th, 2021 12:00 PM-1:30 PM

So, you have a donor who you think is interested in making a planned gift. Now what? You might be asking yourself, 'What's next? What type of planned gift is right for them? What questions should I be asking the donor?'

Please join us as MSU Gift Planning team members, Sean Lynch and Tami Baumann talk about how you can walk through planned gift options with donors who themselves might not be sure of what impact they can have with your organization through planned giving.

**All Local
Events**



AFP-CAC Board News

Find out what's going on with your AFP-CAC Board and consider being a member or even a committee member. We can always use the extra help!

**November Board Meeting
Minutes**

Local AFP-CAC Member News

Member Spotlight



Laura joined [Highfields](#) in 2015 as the Communications and Marketing Specialist. She served on the Fund Development Team and promoted the growth of Highfields through fundraising, marketing, and community and public relations. She became the Fund Development Director in 2019. Laura completed fundraising training at the [Lilly Family School of Philanthropy](#) at [Indiana University-Purdue University Indianapolis \(IUPUI\)](#). She has a bachelor's degree in Communications and Spanish from [Albion College](#). She is a member of the Association of Fundraising Professionals (AFP) and serves on their board as Secretary.

Connect with Laura



Get the Answer Here

Discussion Topic of the Month: Can a donor pay a bill on behalf of a charity?

Each month we will pick a discussion topic from the open forums that we think may be of interest to you. As a member you have access to the entire database of AFP members right at your fingertips! You can ask questions by starting a new thread or search what others have already posted in the community.



MEMBERSHIP BENEFITS

Membership Installment Payment Plans with AFP!

AFP understands the economic situation that many members (and soon-to-be members) are currently facing these days. That is why we are now making available online an "Installment Plan" option that breaks your annual membership fee into manageable monthly payments over the course of the year. Find out more [here](#).

Thank you to all of our members!

We now are **52 members** strong and represent **41 Companies!** Lets keep that number rising by bringing colleagues to our monthly meetings.

**Become a
Member**



AFP- CAC Job Center

Visit the [AFP JOB CENTER](#) on our website to stay updated on recent job postings from our member's organizations. To submit a job posting contact Jessica, our Chapter Administrator at afpcachapter@gmail.com.



Our chapter has raised a total of **\$626.80**
Support the Future of Fundraising—Make Your BE the CAUSE
Gift Today

Your investment in the AFP Foundation for Philanthropy will help support local, national and international programs with:

- Diversity scholarships to the AFP International Fundraising Conference.
- Professional Development Scholarships that provide fundraisers and nonprofit leaders with education, training, and leadership development opportunities.
- Research that increases knowledge of fundraising, philanthropy, and social innovation.
- A portion of every donation you make to BE the CAUSE comes back to our chapter to support important chapter programs.

To give to the annual fund donate online: <https://afpglobal.org/be-cause-campaign>

**Donate
Now**

AFP Global Highlights

Second Quarter 2021 Shows Continued Confidence In Charitable Fundraising

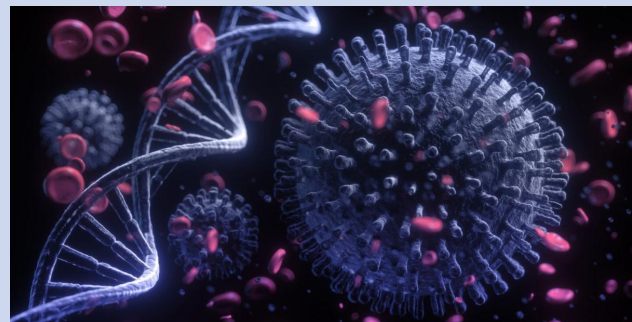


According to AFP's *2021 2nd Quarter Fundraising Confidence Survey*, fundraisers continue to feel very confident about charitable giving in the current environment, with a majority expecting to reach their goals in 2021 and raise more money than last year.

[READ FULL
RELEASE](#)

What Are the Long-Term Effects of Coronavirus on Fundraising?

The COVID-19 pandemic will undoubtedly have a long-term impact on the charitable sector. This article explores some of those changes and what it means for fundraisers as they plan for 2022 and beyond. (SOFII)



[FIND OUT
HERE](#)



Encouraging Charitable Giving This Holiday Season

In this *AP Perspectives* piece, Meredith Ayan, CFRE, nonprofit consultant, discusses how to encourage giving this holiday season and create effective messages around the gift of philanthropy.

[Read the Article
Here](#)

YEAR END GIVING

Make the Ask for Year-End Giving

According to Wealth Engine, nearly one-third of annual giving occurs in December. As we approach the year-end, asking your annual donors for money should be a top priority. (NonProfit PRO)

[READ THE ARTICLE](#)



Welcome to a special issue of Advancing Philanthropy magazine!

This digital-only, special issue of Advancing Philanthropy is a compendium of some of the AP Perspectives articles we received this year! In these pages, you will find content about how to have legacy conversations with young donors, the use of grants to help your nonprofit get back on track, the benefits of mentoring, and so much more!

[Check It Out](#)

AFP Global Career Resources for Job Seekers

Currently, there are 250+ jobs listed on the [new AFP Career Center](#). Be sure to follow the AFP Career Center on Twitter—[@AFPCareerCtr](#)—to instantly receive the latest job postings and find the job that is right for you!

NEW Featured Jobs:

- [President](#) - Fairmont State Foundation, Inc (WV)
- [Development Director](#) - Creative Flagstaff (AZ)
- [Director, Annual Giving and Alumni Relations](#) - Reed College (OR)
- [Northern Arizona University, Development Director - College of Education](#) - Northern

Arizona University (AZ)

- [Advancement Officer](#) - Tri Sigma Foundation (Nationwide)
- [Senior Director of Alumni Engagement](#) – Olivet College (MI)
- [Major Gifts Officer](#) – U.S. Space and Rocket Center Education Foundation (AL)
- [Director of Content and Production](#) - International Fellowship of Christians and Jews (IL)
- [Senior Development Officer](#) - Generations For Peace (Remote, multiple locations)
- [Executive Director for Development and Alumni Relations](#) - Hiram College (OH)

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Center**

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