



AFP-CAC May 2022 Monthly Newsletter

A message from Chapter President Terry Langston

Spring is here. It's a time of growth, renewal, and rejuvenation, and we are hopeful for more good weather.

As we look to the spring and what it means for renewal, I want to encourage you to consider your own renewal. Trainings, workshops, webinars, are part of the process of rejuvenating, learning new skills, and enhancing those we have. As you bark on this month of renewal, I am asking you to consider the various ways you can enhance your skills as a fundraiser.

During the next few months, you will undoubtedly receive many opportunities from AFP Global to broaden your skillset. I encourage you to consider the CFRE Certification process as part of that journey. The Michigan Chapters (AFP-Capital Area Chapter, AFP- Detroit Chapter, AFP-West Michigan, and AFP-Mid Michigan Chapter) have joined together to sponsor a CFRE Refresher Course this fall.

Advance your journey toward CFRE certification through the self-exploration of knowledge and peer exchange of best practices — facilitated by knowledgeable fundraising practitioners — with the AFP CFRE Refresher Course.

Attend the AFP CFRE Refresher Course via Zoom on September 13th, 15th, 20th, 22nd, and 27th 2022.

You can register by checking it out [HERE](#). The cost is \$300 if you are an AFP member or \$360, for nonmembers. You get so much, 16 courses for the total cost you pay. You will learn, be challenged, and meet new friends. So, check us out!

The CFRE Refresher Course is just one opportunity to learn. Each month, AFP Global provides trainings and webinars. I encourage you to participate as these trainings enhance our skills, build new networks, and provide a variety of opportunities for learning more about our profession.

Your friend in fundraising,

Terry Langston, AFP-Capital Area Chapter President

LOCAL CHAPTER NEWS



FP-CAC JUNE: Learn to Network Like a Pro 2.0 The IN-PERSON networking event you won't want to miss!

Connecting to the people and organizations in our community is at the core of fundraising and relationships. Building a strong network can open doors, ideas, and hearts to fellow colleagues and community members. Join us for this **IN-PERSON**, masked event focused on the strategy behind networking, tactics to use, and ideas to swap. We will hear from two extraordinary leaders who have built incredible systems of connection in our community while you also enjoy the opportunity to network with fellow AFP professionals.

Remember to bring your business cards!

Date: June 8th, 2022
Time: 11:00 am - 12:15 pm
Location: [Impression 5 Science Center](#)

Please note: Masks will be required for all attendees of this event, regardless of vaccination status. A delicious to-go lunch will be available as you leave.



[Michelle Massey](#)
Vice President of Community Outreach and Customer Operations, [TechSmith](#)



[Cindy Kangas](#)
Executive Director, [Capital Area Manufacturing Council](#)

[All Local Events](#)

[Register Here](#)

**THANK YOU TO ALL OUR
MEMBERS**

We now are **47 members** strong and



represent **36 organizations!** Thank you for investing in a strong professional association in our community. We are growing and you can help! Share the opportunity of AFP with a colleague by bringing them to our next [PROGRAM](#). If you're not already a member of AFP, we invite you to [JOIN](#)! With your membership, you will enjoy a wealth of career-building programs, educational resources, networking opportunities and exclusive member discounts.

Learn More About Membership

BOARD NEWS YOU CAN USE



We are looking for YOUR insight on the board. Let AFP-CAC deepen connections in your network and let your ideas and voice as an AFP member shine-join our chapter Board of Directors! To learn more about our chapter leadership, contact our President, [TERRY LANGSTON](#)

March Board Minutes

CAPITAL AREA CHAPTER

FUNDRAISING EFFORTS

BEtheCAUSE

Empower. Strengthen. Transform.

BE THE CAUSE UPDATE

I gave. We gave. Have you? It's that time of year to make your **BE THE CAUSE** gift.

We're off to a great start but still need your participation to hit our 80% chapter goal. Will you help?

Make your [BE THE CAUSE](#) gift today.

To see the impact of the support

I give because..._____

Name _____

Chapter _____

AFP Foundation for Philanthropy

**DONATE
NOW**

LOCAL AND GLOBAL

EMPLOYMENT OPPORTUNITIES



Job Opportunity of the Month

[Director of Development](#)

Henri Nouwen Society
Remote, United States

Visit the [AFP JOB CENTER](#) to stay updated on recent local job postings from our member's organizations. To submit a job posting contact [JESSICA, OUR CHAPTER ADMINISTRATOR](#).

Broaden your search with the postings on the [AFP CAREER CENTER](#) or the [CRFE JOB CENTER](#)

AFP GLOBAL NEWS



Free Members Only AFP Webinar



Discussion Topic of the Month: Setting Myself Up for Failure?

I'm working on drafting our development budget for the coming year. So far, so good...until I get to our annual fund. We raised more than anticipated last year, which is a great thing, but it did come as a surprise. I can't exactly pinpoint why it happened, but it is making me think how to adjust our expected income for this year.

I'd like to be confident that we can have another successful campaign, but what if it was just a one-off year? If I shoot for more than last year, I could be setting myself up for failure. If I play it safe and project closer to what we typically raise, does it look like I have little confidence in our Board and myself?

[Join the Discussion](#)
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Dont Forget Use Your \$100 credit

Dont forget you can use the \$100 credit on any one of AFP Global's many upcoming premium webinars (26 in 2022!), archived webinars, past conference recordings—including those from AFP ICON and AFP LEAD—or anything else in our online learning platform. And whatever portion you don't use on a product will remain there for your next purchase!

How to redeem:

[Simply log into Blue Sky](#)

Nominations Open for 2023 AFP Global Board of Directors

Are you or a fellow chapter leader looking to get involved with AFP Global leadership? Applications are now open for the 2023 AFP Global Board of Directors!

You can nominate yourself or a colleague and the deadline to apply is June 1st.

[Click Here To Apply](#)

**Call for 2023 AFP
Distinguished Fellows
Nominations**

Last week at AFP ICON, we celebrated the [2022 Distinguished Fellows](#), Patrick J. Feeley, MBA, CFRE, Krishan Mehta, Ph.D., Carole Richard, CFRE, and Stephen Thomas, CFRE. Consider submitting your nomination for the class of 2023 AFP Distinguished Fellows today! The deadline for submission is October 1, 2022.



[Submit Nomination Here](#)



[Building a Culture of Philanthropy Part 1: Engaging Non-Fundraising Colleagues in Philanthropy](#)

When: May 12, 2022, from 11:30 AM to 02:00 PM (ET)

Associated with [AFP MI, Greater Detroit Chapter](#)

Learn how to engage non-fundraising coworkers (marketing, finance, etc.) in philanthropy. Analyze who is currently involved in fundraising at your organization and who to add to this team. Key takeaways from the session include who to approach, how to engage them, and how this engagement is mutually beneficial. Real-life scenarios will give you a better understanding of what colleagues to add and how to approach them. This in-person session will include networking, a keynote speaker, and interactive workshops to prepare attendees to make immediate changes within their organization.

11:30 AM - 12:00 PM Registration/Networking/Lunch

12:00 PM - 2:00 PM Program

[REGISTER HERE](#)

[AFPWM Friday Morning Virtual Breakfast Series - Donor Retention Strategies: Retain More Donors . . . Raise More Money](#)

When: June 3rd, 2022, from 07:50 AM to 09:00 AM (ET)

Associated with [AFP West Michigan Chapter](#)

Guest Speaker: Janice Fonger, [J. Milito & Associates](#)

What's all this talk about donor retention? And why does it even matter when we hit our fundraising \$\$ goal every year? In reality, there should be no greater metric for determining fundraising success, than donors retained each year. With average retention rates between 40-45%, many organizations are losing more than half of their donors

[REGISTER HERE](#)

GLOBAL

CERTIFIED FUND-RAISING EXECUTIVE (CFRE) NEWS



CFRE REFRESHER COURSE

Sep 13th-27th, 2022 10:00 AM to 01:00 PM (ET)

Associated with [AFP MI, Greater Detroit Chapter](#)

The AFP CFRE Refresher Course is an intensive (16-hour) program intended to provide an overview of the six knowledge domains of the CFRE exam. The course is presented in a combination of a high-level review, self-exploration of knowledge and peer exchange of best practices – all of which are facilitated by a knowledgeable fundraising practitioners from across the State of Michigan. All sessions will take place via Zoom.

[REGISTER NOW](#)



Feel stuck in assembling your CFRE application?

Relax. Completing the [CFRE Application](#) is the first step towards putting those four letters after your name. If you feel like you're having trouble moving forward, here are some tips to get you moving in the right direction. Previously attended education If you know you've previously attended fundraising-related education in the last five years but ... [Read more](#)



CFRE International call for board nominations is open

The CFRE International Committee on Directorship announces that it will accept nominations for candidates to serve as members of the [CFRE International Board of Directors](#). The CFRE International Board of Directors is comprised of eleven (11) individuals. Ten (10) individuals are currently certified fundraising professionals; one (1) is a member of the public at large.

... [Read more](#)

Keep up to date with your AFP-CAC chapter all month long!

Visit our [WEBSITE](#) and be sure to follow us on [FACEBOOK](#) to be the first to hear about events, news and more!



[CLICK HERE TO JOIN](#)



2022
Ten Star AFP Chapter