

## February 2016



"We are responsible for the world in which we find ourselves, if only because we are the only sentient force which can change it."  
~ James Baldwin

### Did You Know?

A volunteer's time is worth about \$23 per hour.

*\*Source from Independent Sector*

### Post your job with AFP

The Aloha Chapter has an easy-to-use online process to post job announcements for Hawaii's nonprofit organizations! Post a job now and ensure your post is seen by nearly 1000 of our contacts, friends and associates.

[Post now...](#)

## 2016 AFP International Conference

INTERNATIONAL  
**FUNDRAISING**  
CONFERENCE **BOSTON, MA**  
**MARCH 20 - 22, 2016**

We are looking for all our Hawaii colleagues who will be attending the AFP International Conference this March in Boston. We are hoping to have a Hawaii delegation dinner one night if we can coordinate schedules. If you are planning to attend the AFP international conference please email the AFP office at [office@afphawaii.org](mailto:office@afphawaii.org). Details for a possible Hawaii delegation dinner will follow.

[More about AFP International](#)

**AFP Education Session:**  
***The Changing Landscape for Non-Profit Leaders: Challenges, Trends and Solutions for the Future***

**On the job hunt?** Check out the latest fundraising jobs available in Hawaii such as this:

[Membership Manager - National Tropical Botanical Garden](#)

[Associate Director of Development, Shidler College of Business - University of Hawaii Foundation](#)

[Marketing and Public Relations Manager - Hawaii Ag & Culinary Alliance](#)

[Apply for a job...](#)

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### **AFP Changes Lives**

Join AFP and become a part of the world's largest community of charitable fundraisers. With countless benefits and development opportunities, an AFP membership opens many doors for your career!

[Learn more...](#)

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**National Philanthropy Day  
2016  
Wednesday, November 16  
7:30 a.m. to 5:00 p.m.  
Sheraton Waikiki**

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Thursday, Feb. 25th

9:00am - 12:00pm

HPU-Aloha Tower Marketplace

Multipurpose Room #3, Ground Floor

\$40.00 AFP Members, \$50.00 Non-Members

*\*Fees include presentation and continental breakfast*

The market for charitable donors and volunteers is increasingly crowded and competitive. This morning-long workshop will first explore the current and future nature of individuals' expectations of organizations of different kinds, attempting to find a simple answer to the questions, "what do people want?" An interactive panel of area professionals will then share insight and experiences around hiring and training for success, and describe the issues that future fundraisers, managers and leaders must understand and tackle today in order to succeed in the long-run.

***Featured Speaker:*** Andy Shaindlin, *Vice President - Grenzebach Glier & Associates*

***Panelists:*** Lori Admiral , *Associate Vice President for Development, U H Foundation*  
Diane Peters-Nguyen , *Vice-President, Chaminade University*  
Kathy Inkinen , *President of Inkinen & Associates*

[Register Now](#)

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### **Fundraising Event: Annual Conference on Gift Planning**

Thursday, Mar. 10th

8:00am - 6:00pm

Waialae Country Club

4997 Kahala Ave.

Honolulu, HI 96816

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**Annual Conference on GIFT PLANNING**  
Thursday, March 10, 2016 • Waialae Country Club

Co-hosted by:  

**FEATURING:**  
**Anne Melvin, J.D.**  
*Director of Training and Education, Alumni Affairs & Development, Harvard University*

Anne Melvin has worked as both a volunteer and a professional in the field of development for over two decades. As Deputy Director of Gift Planning at Harvard College, she directed the marketing portion of Harvard's gift planning efforts for 12 years, revamping its approach to marketing and tripling its lead generation. She also worked with prospects, soliciting and closing gifts. For the past three years, Anne has directed the fundraiser training and overall development education program at Harvard's central development office.

Anne is a member of AFP, the Partnership for Philanthropic Planning (PPP), and the PPP Leadership Institute. She speaks around the country to professional development organizations and leads trainings at non-profits, specializing in donor motivation, gift planning, cultivating the donor, fundraiser training and gift solicitation and negotiation. Anne serves on the board of the Wellesley Education Foundation, and volunteers her time consulting for a number of non-profits, as well as fundraising for her alma mater. Prior to joining Harvard, Anne practiced real estate law in the Boston area. She is a cum laude graduate of Williams College and holds a J.D. from the Boston University School of Law.

**Conference Highlights:**

- 8 am – 4 pm (includes networking cocktails & live sushi bar)
- 3 Sessions led by Anne Melvin:
  1. **The Seven Secrets of Solicitations**
  2. **The Art (and Science) of Persuasion**
  3. **Mission Possible: Getting in the Door, Getting What You Came For, and Getting Out of Difficult Prospect Conversations**
- Hawaii Community Foundation - Community Issues & Legacy Giving

Register online: [hawaiigiftplanning.org](http://hawaiigiftplanning.org)

**2015 CFRE**  
Approved Provider for Accredited Activities  
Approved for 4.5 CPE credits

**Early Bird Special (Register before February 1, 2016)**  
Full-day Member: \$135/person    Full-day Non-member: \$150/person  
Full-day Non-member Group rate (6 or more): \$140/person

**After February 1, 2016**  
Full-day Member: \$150/person  
Full-day Non-member: \$175/person

**Afternoon Session & Pau Hana Only**  
Member & Non-member: \$55/person  
(Pau Hana includes 2 drink tickets, live sushi bar, & more!)

ADA: We require a minimum 2 business days notice to accommodate such requests and that while we will try to make our event accessible, we reserve the right to decline to provide or provide substitute accommodations if the request is (1) untimely, and/or (2) unduly burdensome to our organization as defined under the ADA.

The Hawaii Gift Planning Council along with Hawaii Community Foundation and the University of Hawaii Foundation is proud to present the Annual Conference on Gift Planning. The event will feature Anne Melvin, J.D. who is currently the Director of Training and Education, Alumni Affairs & Development at Harvard University. Early bird special available before Feb. 1! Click on the flyer or below for more details.

[Register Now](#)