

January 2016



"If you have no will to change it, you have no right to criticize it."
~ Author Unknown

Did You Know?

Most nonprofit organizations do not have a full-time major gift fundraiser or a major gift strategy, despite considering major gifts vital.

**Data provided by [Bloomberg](#)*

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...](#)

On the job hunt? Check out the latest fundraising jobs available

2016 Elected AFP Board Officers

Please welcome this year's board officers!



S. Sanae Tokumura, ACFRE, APR,
President, Solid Concepts, Inc.
President



Cathy Alsup, Director of Major Gifts,
American Cancer Society
President-Elect



in Hawaii such as this:

Director of Grant Support - PBS
Hawaii

Development Officer II -
Catholic Charities Hawaii

Senior Assoc. Director of
Philanthropy -
The Nature Conservancy

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

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!

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FREE MONEY!

Bette Mastrantonio, CFRE, Community

Volunteer

Secretary



**Michelle Morihara, Corporate
Development Officer, Boys & Girls Club of
Hawaii
Treasurer**



**Mike Moses, Director of Annual Fund,
Iolani School
Past-President**

[View complete AFP Board](#)

AFP Education Session: The Changing Landscape for Fundraising Professionals

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*

Featured Speaker: Andy Shaindlin

Join us for a discussion on what things you need to be thinking about as a fundraising professional or what to do to move up in your career and position yourself for success.

[Register Now](#)

First Foundation Bank through their *Supporting Our Communities* initiative is accepting applications to provide \$5,000 in grant money and "world class" consulting from Doug Freeman and his team. For more information about the program and how to apply for this scholarship [Click Here!](#)



Wishing you all a
successful 2016!

Fundraising Event: Annual Conference on Gift Planning

Thursday, Mar. 10th

8:00am - 6:00pm

Waiālae Country Club

4997 Kahala Ave.

Honolulu, HI 96816

Hawaii Gift Planning Council

Annual Conference on GIFT PLANNING

Thursday, March 10, 2016 • Waiālae Country Club

Co-hosted by: **HAWAII COMMUNITY FOUNDATION** and **UNIVERSITY OF HAWAII FOUNDATION**

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 - 6 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

2015 CFRE
Approved Provider for Continuing Education
Approved for 4.5 CFRE 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 other use will try to make our best effort to provide requested accommodations. 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](#)