

October 2018

**AFP Annual Meeting
Keynote Speaker:
Dr. Maya Soetoro-Ng**
Monday, December 3, 2018
11:30 a.m.-1:00 p.m.
The Pacific Club, Card Room



Our December 5th Annual Meeting and Luncheon at The Pacific Club will feature a brief annual meeting, prize giveaways, networking, and holiday fun! We are excited to feature our special keynote speaker, Dr. Maya Soetoro-Ng.

Dr. Soetoro-Ng serves as a consultant to the **Obama Foundation**, working closely with their international team to develop programming in the Asia Pacific region. Prior to her work with the Obama Foundation, she was the Director of the Matsunaga Institute for Peace and Conflict Resolution at the University of Hawai'i at Mānoa where, in addition to leading outreach and development initiatives, she also taught Leadership for Social Change, History of Peace Movements, Peace Education, and Conflict Management for Educators. She was awarded a master's degree in Secondary Education from NYU's College of Education and a PhD in Multicultural Education from the University of Hawai'i.

For many years, Maya worked at the University of Hawai'i College of Education where she taught Multicultural Education, Social Studies Methods, and Peace Education at both the graduate and undergraduate levels. Maya has published a number of book contributions as well as a picture book entitled *Ladder to the Moon* and is currently under contract to write a young adult novel entitled

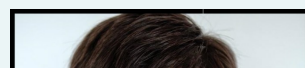


2018 National Philanthropy Day Annual Conference and Awards Luncheon
Thursday, November 15, 2018
'Alohilani Resort



Are you looking for a full day of inspiration, growth and moving philanthropy forward in our community together? Join other like-minded philanthropic leaders on Thursday, November 15, 2018 from 7:30 AM to 5:30 PM at the 'Alohilani Resort Waikiki Beach (former Pacific Beach Hotel) to celebrate National Philanthropy Day 2018!

With this year's NPD theme, "**Better Together, It's What Makes Hawaii Work**", the Aloha Chapter wanted to focus on community-the importance of gathering together as one, supporting each other, and working towards making Hawaii a better place. Community is the heart and soul of Hawaii and it is something that we want to celebrate and embrace.



Yellowwood. Maya sits on many voluntary boards and is the co-founder of the nonprofit **Ceeds of Peace**, which creates peacebuilding action plan workshops for educators, families and community leaders.



Mrs. Robin Thomson Pratt, BS
Philanthropy Officer
Hawaii Community Foundation

Why Join AFP?

\$50 Professional or Associate New Member Discount!
In honor of National Philanthropy Day® AFP will be offering a \$50.00 discount to new members joining in the *Professional or Associate* member categories by November 30, 2018!

Fill out the membership invitation as usual, but deduct \$50.00 from the total and include this coupon with your payment.*

Complete your application and send it in via mail or fax by November 30, 2018
*Coupon must be included with payment. One coupon per new member. Can also be redeemed online by using discount code NPD2018.

There are many reasons to become a member of AFP including taking advance your Aloha Chapter's training and networking sessions. For 50 years, AFP has been the standard-bearer for professionalism in fundraising. Learn more about the benefits of becoming a member! In honor of National Philanthropy Day®, AFP will be offering a **\$50.00 discount to new members** joining in the Professional or Associate member categories by November 30, 2018! Join online and enter discount code NPD2018, or if you would like receive a membership packet in the mail, please email your request to admin@afphawaii.org.

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 in Hawaii such as this:

[Donor Specialist](#)



Wondering what's in store? Our featured presenter **Sam Swaim** will challenge us to explore "*The Impact of Collaboration.*" What could be possible if we all actually collaborated? What is the current landscape of giving and the impact of our national divides on that giving, then take a look at how the nonprofit sector can continue to combat the divides by coming together. When nonprofits put their strength and resources together, we have the ability to work on a bigger and more comprehensive picture than individual slices alone.

Sound exciting? Please join us on Thursday, November 15, 2018 at our new location, the 'Alohilani Resort for National Philanthropy Day 2018! For sponsorship opportunities, conference/awards luncheon registration, scholarship information, and to check out what other amazing workshops and experts are waiting for you, please visit: **[NPD 2018](#)**

Lynne Wester: Focus on Your Donors' Experience and Raise More Money!



Martha Hanson Aloha Chapter Professional Advancement Chair, Lynne Wester, and Aloha Chapter President Cathy Alsup, CFRE

Lynne Wester's message at the September 11th AFP presentation was clear: think about your donors' experience to raise more money. To keep donors happy, thank them, listen to them, engage them, and share with them the impact of their support.

Think about the donor experience from the perspective of every interaction that a donor has with your organization. For example, is your receptionist able to easily accept donations and thank donors? What is their on-line experience? When

AFP Foundation for Philanthropy



Empower. Strengthen. Transform.

Mahalo to all AFP Aloha Chapter donors for their contributions and to our board for attaining 100% participation in the 2018 BE the CAUSE Campaign.

Please join these chapter members and make your gift today! Go online to afpfoundation.org/bethecause and click the DONATE NOW button.

(gifts as of 9/26/2018)

President's Club: \$1,000-\$2,499

Sanae Tokumura, ACFRE, APR

Ambassador's Club - Ruby Level: \$250-\$499

- Cathy Alsup, CFRE
- Angie Golis-Yamamoto*
- Janice N. Knapp, CFRE
- Patti M. Look
- Laura Kay Rand*
- Myles Shibata

Ambassador's Club - Sapphire Level: \$100-\$249

- Angela Britten
- Chelsie Castillo
- KC Collins, CFRE
- Martha Hanson
- Piilani Kai**
- Eric La'a
- Cynthia Lallo, CFRE
- Maile Kawamura
- Laura Kay Rand*
- Anne Marie Rizzo, CFRE
- Michael Robinson
- Rüdiger Rückmann
- Mariette Lissa Schiff*
- Norma Spierings
- Rozetta Williams, MA

Friends of the Foundation: \$50 to \$99

and thank donors? What is their on-line experience? When donors come to your school, museum, or other organization, what is that like for them?

The number one reason donors stop giving is over-solicitation. The general rule is thank seven times before asking for another gift.

Lynne also noted that you should segment donors by their behavior and not their gift amount. If they give on-line, use email to communicate with them. Celebrate the donors who have consistently given the longest. Recognize first time donors and donors who have increased their giving. And give them opportunities to really experience what your organization does so they can understand the impact of their gifts.

She highlighted Team Rubicon and Charity Water as two organizations that truly walk the talk of donor experience. You can find them at <https://teamrubiconusa.org> and <https://www.charitywater.org>.

To find free samples of acknowledgment letters and other donor communications, go to Lynne Wester's website at <https://www.donorrelationsguru.com/library>.

Nearly 90 people attended this presentation. Their positive response has prompted the AFP Aloha Chapter to pursue a half-day workshop with Lynne Wester in 2019. The workshop will likely feature donor communications and the four pillars of donor relations. Stay tuned for more details next year!



AFP Foundation for Philanthropy Scholarships to the 2019 AFP International Conference on Fundraising in San Antonio are DUE in October!

The AFP Foundation for Philanthropy offers every AFP chapter one **Chamberlain Scholarship**, which covers the recipient's conference registration only (less a \$10 processing fee) to the [2019 AFP International Conference on Fundraising](#) in San Antonio, TX, March 31-April 2, 2019. The Chamberlain Scholarship program honors [Ralph E. Chamberlain, CFRE](#), who had a long and distinguished career of service to AFP. The scholarship is available to individuals who have never attended an AFP international conference. Travel and other associated costs are the responsibility of the recipient. The Aloha Chapter Scholarship Committee will be selecting the awardee for this scholarship. **Applications are due by October 12, 2018.** [More info/application...](#)

The AFP Foundation for Philanthropy is also offering the **Diverse Communities Scholarship** program for members of diverse communities to attend the [2019 AFP International Conference on Fundraising](#) in San Antonio, TX, March 31-April 2, 2019. **The \$1,500 scholarship covers the \$799 conference registration fee + some travel expenses, is for each of the currently identified AFP diverse communities.** AFP's diverse communities include: African-American/Black, Asian, People with Disabilities, Faith-based,

Lori Admiral
Kristi L. Bates, CFRE
Brooke Carroll
Jennifer Dotson
John Keene, CFRE
Susan Oshiro
Suzanne M. Sato

Bolded name(s) were added since the last listing

**Alpha Society member - recurring monthly giving program, amounts will increase on a monthly basis*

A portion of every donation to AFP BE the CAUSE Campaign comes right back to our chapter to support important local professional development programs such as scholarships for NPD. *"We are extremely grateful to our chapter members who have personally contributed to BE the CAUSE. Their investment is so important to AFP and our profession,"* said Janice N. Knapp, CFRE, AFP Aloha Chapter Committee Chair, BE the CAUSE Campaign.

To learn more or to make an annual contribution today to the 2018 BE the CAUSE Campaign please go to: afpfoundation.org/bethecause




"Philanthropy is deeper than your pockets."
~ Valaida Fullwood

LGBTQ, Hispanic, Jewish, Rural, or another underrepresented community. The scholarships were in part made available by donors who contributed to the diversity scholarship campaign and helped ensure the success of this program.

The application process is from September 1 to October 31, 2018 and is open to both AFP members and nonmembers. **Deadline for application submission is October 31, 2018.** Selected candidates will be notified by email by December 1, 2018. The Diverse Communities Scholarship program is being managed by the AFP Foundation for Philanthropy.

[2019 Communities Scholarship Program Overview/Criteria & Application](#)

AFP Hawaii
P.O. Box 11899
Honolulu, Hawaii 96828-0899
808-527-2426
office@afphawaii.org

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