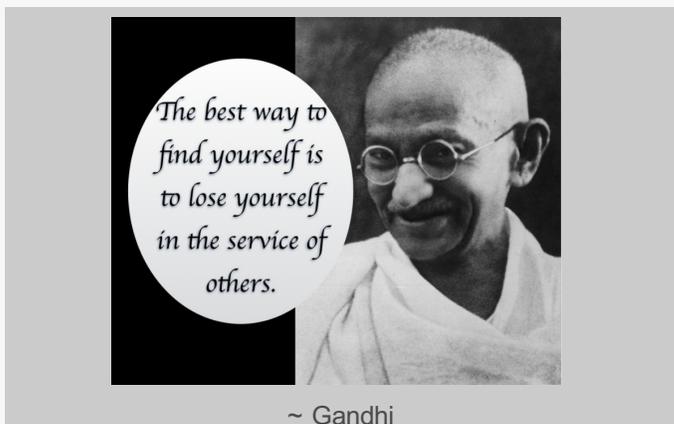


July 2019



2019 National Philanthropy Day Conference & Awards Luncheon
 Wednesday, November 13, 2019 * Sheraton Waikiki Hotel

2019 NPD registration and awardee announcement
 will be sent out sometime in July!
 Be on the lookout for our email announcements.



Lynne Wester's June Donor Communication Presentations on Oahu and Maui

The AFP Aloha Chapter was pleased to host donor communications expert Lynne Wester again in June (Lynne previously presented a workshop on Oahu last fall). On June 19th, Lynne, Principal, Donor Relations Guru Group, presented a one-day conference at Hawaii Pacific University (pictured above) and shared with about 60 attendees how to effectively tell your story using Wester's 4 Pillars of Donor Communications, how to create communications donors want to consume and share, and much more. Then on June 21st, Lynne gave a similar presentation at the Maui Arts and Cultural Center for about 30 attendees. We would like to thank HPU and the MACC for their assistance with hosting us at their venues.



Register Today for This Year's Fundamentals in Fundraising Course to be Held on September 16-17



2018 Fundamentals participants show off



August

Tuesday, August 13, 2019, 8:00-9:00am, Hawaii Pacific University, Honolulu

Webinar: "Behavior Based Donor Relations for Annual Giving Donors"

Wednesday, August 14, 2019, 8:30am-1:00pm, Hawaii Pacific University, Honolulu
Social Media Storytelling for Nonprofits presented by Julia Campbell

September

Monday-Tuesday, September 16-17, 2019, 8:00am-5:30pm, Hawaii Pacific University, Honolulu
Fundamentals in Fundraising (2-day course)
Scholarships available, due: 8/9/19
Registration due: 9/9/19

October

Thursday, October 17, 2019, 8:00-9:00am, Hawaii Pacific University, Honolulu
Webinar: "Infusing Today's Stewardship Strategies with the Technology of Tomorrow"

[View Website Calendar](#)

Member Spotlight: Jennifer Burke Director of Institutional Advancement St. Andrew's Schools



AFP Aloha Chapter is currently consists of about 170 members from large to small organizations covering a multitude of service areas. About 20% of

their certificate of course completion.

If you want to improve your commitment to ethical fundraising, strengthen your marketing strategy or learn how to work with volunteers as partners in fundraising, taking the **Fundamentals of Fundraising** course will help you accomplish this and more. This fundraising certification curriculum course, developed and presented by the Association of Fundraising Professionals, is taught by Aloha Chapter members who have achieved their ACFRE/CFRE certification. If you are new to the fundraising field or know of co-workers or colleagues who would benefit from this course, please pass along the info:

Fees are \$390 for AFP Members and \$490 for Non-members and also includes course manual and breakfast and lunch for both days.

Scholarships Available! We are offering a limited number of stipend scholarships for Neighbor Island travel. Applications are due by August 9, 2019.

View: [Applications-details](#)

We only hold this class only once annually, so don't miss this opportunity! **Registration closes on Monday, September 9, 2019, 5pm (HST).**

LEARN MORE & REGISTER NOW



Danielle Bowers

Mr. Jody Michael Huckaby

Jennifer Leger

Jennifer Oyer, CFRE
Principal & Managing Director
Community Impact Associates

Mrs. Kirsten O. Spilker, MED
Director of Development
Damien Memorial School

Peter Young

Webinar Resource



covering a multitude of service areas. About 20% of our members are working in the education field, ranging from elementary and secondary to postsecondary institutions. One of those members is Jennifer Burke. Jennifer was kind enough to take some time to share more about herself and her work at St. Andrew's Schools.

How long have you been at your current organization?

I have been at St. Andrew's Schools since September 2015. This is my fourth year as the Director of Institutional Advancement.

Is there anything you'd like to share about what's going on at St. Andrew's Schools?

At St. Andrew's Schools, we are most proud of the tremendous growth and accomplishments of our students, and our unique signature programs that guide the exploration of their passions and interests to be their best possible selves. Some of these programs include: **Priory in the City: "Downtown Honolulu Is The New Classroom,"** an internship, mentoring, and networking career exploration program that provides relevant and real-world workplace experience that prepares high school girls to choose their destinies with confidence and competence.

The **Global Leadership Center for Girls** educates and inspires our students to become globally competent, engaged citizens who promote peace through action. Seniors can graduate with a Distinction in Global Leadership after completing specialized global competencies courses, foreign language, and government or service learning projects.

How long have you been an AFP member? What encouraged you to join AFP?

I have been an AFP member for the last two years and my main reason for joining AFP is to keep up-to-date on the latest trends in philanthropy and fundraising, as well as to network and exchange feedback on ideas with fellow fundraising professionals.

What is your one best advice for someone new to fundraising?

My advice to a new fundraising professional is to be a great listener, focus on developing trust as the foundation of your relationships with your donors, and seek to become partners with them in the good work being done at your respective non-profit.

Are you involved or a member of other organizations?

Not at the moment, although I have been a member of the Japanese Chamber of Commerce and the Hawaii Gift Planning Council, both outstanding organizations.

Can you share a little about your family?

I have a lovely 10 year old daughter.

What is your favorite pastime or hobby?

I love to practice yoga to help me feel calmer and more grounded in the whirlwind of activity that often comes with our line of work.



AFP Webinar: "Digital Envy: Showcasing the Best of Digital Fundraising" was originally presented live by Rachel Clemens on May 22, 2019 and our chapter held a session and replayed it on May 29, 2019. The webinar provided concrete tactics you can implement in your next digital fundraising campaign. The webinar explored great content, unique thinking and delightful design through emails, websites, online advertising, donation pages, videos and anything else that increases online donations.

For your reference, we have posted the webinar to our AFP Aloha Chapter website home page at: (scroll down to Recent Shared Files section on the right side)
<https://community.afpnet.org/afphialohachapter/home>

Member Moment

AFP Member Only Benefit Alert: AFP has added two new major member benefits, [AFP360°](#) and [AAUW Online Negotiation Workshops](#). AFP has partnered with the American Association of University Women (AAUW) to provide all members a free one-hour online negotiation workshop. In addition, AFP has launched with Korn Ferry the new AFP360°, our online career builder and management tool! Take advantages of these member benefits today!

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](#)

Hawaii Foodbank

[Director of Major Gifts](#)

Aloha United Way

[Director of Development](#)

The Salvation Army, Hawaiian & Pacific Islands Division

[Director of Major Gifts](#)

Boy Scouts of America, Aloha Council

What do you like to do when you have some free time?

I rarely have free time, but if I do, I like to pick up a good book. Recently I've been enjoying the convenience of listening to Audiobooks. (I know it's like cheating on real reading, but it's great when on a long drive.)

If asked for a good place to eat, where would you recommend?

You can't go wrong with The Pig and the Lady in downtown.

If you were given a free vacation, where would you go?

I would love to see the Aurora Borealis, or Northern Lights during a visit to Norway's Fjords. The opposite of Hawaii's hot humid weather!

Do you have a favorite saying you'd like to share?

"Success isn't just about what you accomplish in your life. It's about what you inspire others to do in theirs."

Reminder: July 15 is Next CFRE Application Deadline



If you promised yourself 2019 was the year you would become a CFRE, submit your application on or before July 15. Keep your professional goals on track! You have one year to sit for the exam from the day your application is approved, giving you plenty of time to study. Questions about getting your application ready? Contact us at succeed@cfre.org. Jill and Paul on our Certification Team will be glad to assist you.

Partnership News



Avoiding trouble: Why gift acceptance policies are so important and what should be in them

Thursday, July 18, 2019, 11:30am-1:00pm
Oahu Country Club, 150 Country Club Road,
Honolulu, HI 96817

HGPC members: \$20 (member login required),
Non-members: \$30

Learn from the general counsels of leading non-profits and hear about the Board process that the University Laboratory School Foundation used to develop and implement their newly created gift policy. If you don't have a gift policy or your gift policy needs to be revised, join us for this informative panel session.

Featured Panelists:

Understanding our Host Culture

by Pomai Toledo, Director of Development & Communications, Iolani Palace and Aloha Chapter Board Member



'Ike aku, 'ike mai, kōkua aku, kōkua mai; pēlā iho la ka nohona 'ohana

Recognize and be recognized, help and be helped; such is family life - Life requires an exchange of mutual help and recognition

Source: 'Olelo No'eau - Hawaiian Proverbs & Poetical Sayings by Mary Kawena Pukui

Kate Lloyd, Senior VP and General Counsel, Hawaii
Community Foundation
Hugh Jones, In House Counsel, University of Hawaii
Foundation and former senior deputy attorney general for
the state of Hawaii
Ben Nishimoto, Member of the Board of Directors,
University Laboratory School Foundation

Co-hosted by:

Hawaii Gift Planning Council (HGPC)
Hawai'i Community Foundation

Register online by **July 10** at hawaiigiftplanning.org

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