

# The Mentor

## AFP Aloha Chapter

March 2021 | Monthly Newsletter

### Chapter News

#### LAST CHANCE to Register for Friday's Grantmaking Process Webinar!

#### Zoom Webinar: What Happens After You Submit Your Grant Proposal? A Behind the Scenes Look at the Grantmaking Process



Presented by Larissa Kick, Program Director  
Hawaii Community Foundation  
Friday, March 5, 2021  
11:30am-12:30pm

***Hurry, registration closes TODAY, March 3, 2021 at 5pm (HST)***

You know that feeling on grant deadline day, when you finally push the submit button or deliver it to the post office, and you say goodbye to your mission-critical grant proposal as it disappears...vanishing for weeks, sometimes months, sometimes forever...as you wait to find out whether it's going to be funded or not.

That time between "submit" on one side...and "notification" on the other...is where all the work goes on for the grantmaking team—the program officer, reviewers, decision-makers. That's where everything happens to decide which proposals are awarded... and which aren't.

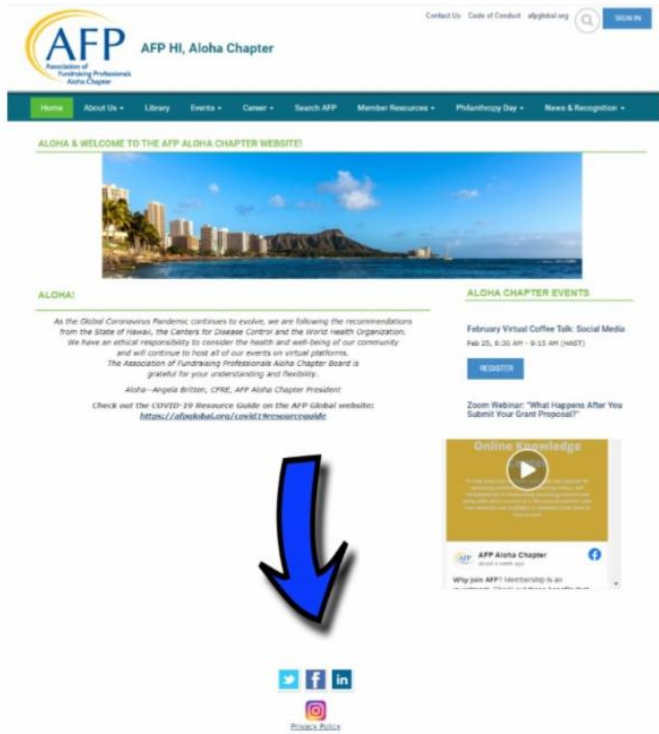
In this eye-opening session, you'll join Larissa Kick, Program Director at Hawai'i Community Foundation, for a unique journey into the heart of the grantmaking as we venture into the grantmaking funding process. Together we'll take a high-level flyover of some recent grantmaking rounds as well as available grant opportunities with HCF. Larissa will give you a rare insider's view of the grant making process, and will end the session with time for Q&A.

Fees are \$15 AFP and HANO members and \$20 non-members. Can't make it to the live webinar presentation? Register anyway, as a recording will be provided to all registered participants post-session. But don't delay, registration closes promptly at 5pm today, March 3rd! **Register Now!**

We have a comprehensive professional development schedule planned for 2021 including our monthly Coffee Talks, every 4th Thursday morning from 8:30-9:15am. Our outstanding first session on February 25th featured "Social Media Hacks", presented by Keoni Vaughn logged in close to 80 participants! Our March 25th Coffee Talk session will be on Grants, Grants, and More Grants!

More details to come via email about our upcoming events or look for updates posted on our website: [www.afphawaii.org](http://www.afphawaii.org).

### AFP Aloha Chapter's Social Media Presence



According to BusinessInsider.com, “Social media practically exploded during the coronavirus outbreak. Usage went up, engagement shot up, and everyone was spending a lot more time on social media during this pandemic.” The Aloha Chapter has social media platforms on: Twitter, Facebook, LinkedIn, and Instagram. If you go to our [website home page](#) and scroll down to the bottom of the page, you’ll see the icons/links. We also have Facebook featured on our home page.

A big mahalo to our Communications Chair Keoni Vaughn for updating our social media platforms and giving them a uniform look. So follow us online and stay connected on one or all of our social media sites! *Scroll to bottom of newsletter for our links.*

## Get Involved--Join an Aloha Chapter Committee in 2021!



Please consider getting more involved in the Aloha Chapter this year by joining a committee! Here are some things to consider:

### 7 Reasons to Join an AFP Aloha Chapter Committee

- 1) Experience:** You will get to experience how things work inside the Aloha Chapter and see what all goes into making the chapter tick.
- 2) Relationships/Networking:** Joining a committee helps you build stronger relationships and connections with colleagues in your field.
- 3) Development:** The things that you will learn while participating in a committee can translate positively into your professional and personal development.
- 4) Leadership Opportunities:** Through active participation on a committee, you may decide to expand your role in the chapter or consider becoming a future board member.
- 5) Share Your Expertise:** You can join a committee where you can share and contribute in an area that

complements your strong suit.

**6) Service:** Joining a committee gives you the opportunity to serve AFP at a greater level and contribute to the growth and future success of the organization.

**7) Community:** The Aloha Chapter is made up of a wonderful community of knowledgeable and helpful industry professionals. And you'll be able to give back to the community that AFP serves by making a difference through committee involvement.

View the list of [2021 Aloha Chapter Committees](#). You may contact the committee chair directly or if you have any questions, please contact Chapter Administrator Susan Oshiro at [admin@afphawaii.org](mailto:admin@afphawaii.org) for assistance.

## Member Spotlight



*Cynthia and husband Chris (seated first row) and their Lallo 'ohana.*

### Cynthia Lallo, CFRE President CLC Consulting

*We are so fortunate to have neighbor island voices on our Aloha Chapter board. Based on Maui, Cynthia Lallo, CFRE, a longtime board member and chapter member since 2013--helps to provide that voice for us, along with her experience as a fundraising consultant and CFRE. We thank Cynthia for taking the time to share a little about herself.*

#### **How long have you been at your current organization?**

I have been in the inspirational, wild, wacky and absolutely transformative area of fundraising for over 30 years. I have been consulting for non-profits in the areas of planning and fundraising for about 20 years.

#### **What encouraged you to join AFP?**

Professional and ethical fundraising based on best practices is essential to support the diverse missions of our hard-working non-profits and to honor the legacy of our donors, to this end, AFP provides the foundational framework, standards and ongoing training for our sector. In addition, AFP also provides the opportunity to network with other likeminded professionals which elevates and enhances our industry.

#### **With the current virus situation, please share how your organization has adapted?**

The COVID 19 pandemic has pressed us to prioritize what we have always known is important-relationships! My work has been focused on facilitating innovative ways to connect with supporters through meaningful storytelling and providing donors an opportunity to be the hero in the organizations story. Empowering your constituency to have real impact is so important when folks are feeling like they have very little power and control over life.

#### **What does 2021 look like for your organization?**

Moving forward with relevance and intent...we will be identifying what innovations we will be leveraging to scale up and increase reach and support for the organizations we work with. 2021 will require creativity as we continue to let the activity analytics guide how we flex and change on the move with our strategies and objectives.

[Read more](#)

## Membership News





Welcome, New Members!

Megan Dung  
Advancement Assistant  
St. Andrew's School

We're Thankful for YOU! Take \$40 Off Your Next Learning Opportunity!



AFP wouldn't be what it is today without YOU—our AFP members! To show our appreciation, all AFP members have access to a one-time code that provides \$40 off online materials in BlueSky—AFP's learning management system—now through June 30! **Enjoy a discount on webinars, conference recordings and much more!** THANK YOU for your commitment to the fundraising community. Let's get learning! [Learn More...](#)

## Free Members Only Webinars!

AFP Members get even more from the AFP Global Professional Development library. The library features a curated set of webinar content just for AFP members. Here's a list of some free 2020 webinars available (member login required to view):

- February 27, 2020: Self-Care Strategies for Fundraising Professionals
- May 8, 2020: AFP Town Hall on Mental Health and Wellness
- July 29, 2020: Giving USA 2020 - Results, Analysis and Insights

[View more info...](#)

**REBIRTH**  
*Ahuwale ka nane hūnā...*  
*The hidden answer to the riddle is seen.*  
*That which was a secret is no longer.*

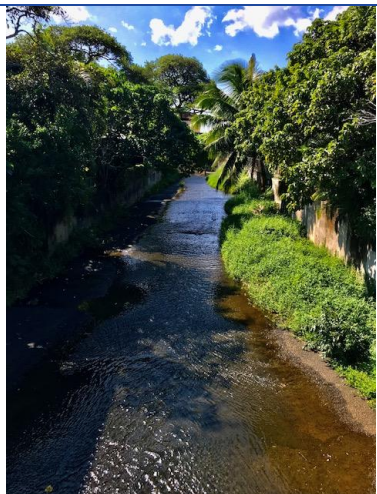
~ SAVE THE DATE ~  
**Monday, November 15, 2021**  
**2021 National Philanthropy Day**  
**Conference and Awards Luncheon**  
Virtual Conference & In-Person Luncheon  
at the Sheraton Waikiki Resort



# AFP ICON 2021: The Virtual Experience

AFP ICON provides you with the best content from the brightest minds so you can supercharge your fundraising efforts in 2021. This year's conference, happening **June 28-30 in Minneapolis**, will feature inspiring keynote speakers, more than 100 insightful education sessions and engaging networking opportunities. By joining us virtually, you can skip the travel, and you'll also get recordings of all education sessions so that you can watch again from the comforts of... anywhere and at any time! **[Register Now!](#)**

## Understanding Our Host Culture



*By Pomai Toledo,  
The Friends of Iolani Palace and  
Aloha Chapter Board Member*

### **‘O ke ‘ehu kakahiaka nō ka wā loa‘a**

*The time to catch anything is in the early morning*

When you want to do something, don't wait. Get at it as early as possible. This can refer to finding the right person, funding source or project for your organization. Or even the right way to start your day to make it successful.

*– Mary Kawena Pukui, ‘Ōlelo No‘eau No. 2454*

## CFRE News



**Take the CFRE exam from your home or office:** The CFRE exam can now come to you via online proctoring! At no additional cost, CFRE candidates have the option to take the CFRE exam without setting foot inside a testing center. **[Learn more...](#)**

**Need continuing education points?:** Whether you're on the lookout for continuing education points for your CFRE initial application or your recertification, don't forget that attending webinars counts. A one-hour webinar equals one continuing education point. Remember to save your webinar registration confirmation email or take a screenshot of the webinar's first and last slides for your records as proof of

attendance.

**Your volunteer time counts for education points!:** Whether you're working towards CFRE initial certification or recertification, your volunteering time can count towards the CFRE Education points requirements. This includes volunteering for schools and places of worship. Don't forget to add those points in the Service Learning section of your application.

> Go to **[CFRE website...](#)**

## Additionally...



**HGPC 2021 Annual (Virtual) Conference: Register by March 9, 2021!**

**Hawaii Gift Planning Council 2021 Annual (Virtual) Conference on Gift Planning**

Virtual via Zoom

HGPC Member \$35, Non-member \$50, Non-member group (3 or more) \$45

Featured Speakers: Trever Asam, J.D., Nathan Stelter, and Kathryn W. Miree

Co-sponsored by First Hawaiian Bank, Hawaii Community Foundation, University of Hawaii Foundation

[\*\*More info...\*\*](#)

## AFP Job Listing and Policy

### **New Listing Requirement Effective November 1st**

Please be advised that AFP Global is requiring all job postings to include a salary range. AFP advises that the reasoning for the policy change is that by not including the salary range in a job posting/description, it can allow the hiring organization to offer different salaries depending on who the candidate is, thereby possibly reinforcing the gender and/or racial salary differences. This requirement will apply for all job postings beginning November 1, 2020.

**Executive Director of Development** - The Salvation Army, Hawaii and Pacific Islands Division

**President & Executive Director** - Junior Achievement of Hawaii

[Apply for or post a job now!](#)

AFP Aloha Chapter | [www.afphawaii.org](http://www.afphawaii.org)

