What is Your Style to Developing Donor Relationships?

To enjoy a positive and efficient culture in your nonprofit, every employee must be in the role best suited for their interests, talents, and personality. Leaders can unify their team by conducting personality assessments, and analyzing the responses to identify tendencies, behaviors, and ways of working, problem-solving and communicating. Likewise, employees can conduct personality tests on themselves, to identify how to best support their team. The more you understand how your team works, the better you can cultivate a culture that enables everyone to succeed, together.

On May 14, from 9:30 AM to 12 PM, plan to attend our second Learning Lab: Understanding Social Styles for Improved Philanthropic Results. Your registration includes a DiSC Personality Assessment, which is part of the interactive workshop. Presenter Mark Stuart, CFRE, leads San Diego Zoo Global’s 60-person team. Mark will discuss social styles and donor typographies, to strengthen your donor relationships and enhance your solicitation and cultivation strategies. To develop a better understanding of how to communicate for your donors to say “YES!,” REGISTER HERE.

Diversity: Moving from Awareness to Action

Over 50 people joined our April event at the San Diego Museum of Man. Thank you SDMoM for hosting! Extra credit goes to their impactful Education and Public Engagement team who facilitated dialogue on: the science and history of race in America; identity and ethnicity and how they impact our daily lives; and ways to continue these important conversations, to improve our ability to build relationships with diverse populations. Participants “applied” concepts of racism and its different manifestations over time.” One shared the importance of, “Sitting in this uncomfortable space, but being there purposefully and thoughtfully.”

CLICK HERE for info on the museum’s exhibit, Race: Are We So Different?

AFP San Diego invites you to join us in celebrating Asian American and Pacific Islander Heritage Month, and Jewish American Heritage Month! Let’s pay tribute to the diverse communities who have enriched San Diego’s history and are instrumental to its future success.

The North County Philanthropy Council will host its Coffee Connector on May 9 at Thrivent Financial; 3402 Piazza De Oro Way #200, Oceanside 92056 (8 – 9 AM).

May 14 join our second NEW Learning Lab: Understanding Social Styles for Improved Philanthropic Results at the San Diego Zoo; 2929 Zoo Drive, San Diego 92101 (9:30 AM – 12 PM).

On May 22 The San Diego Foundation will host, Building Your Small Shop Toolkit. Learn elemental aspects of running a small non-profit, including HR, finance, board management, and work/life balance; 2508 Historic Decatur Rd, San Diego 92127 (8:30 – 10:15 AM).

2018 NPD NOMINATIONS DEADLINE EXTENDED TO JUNE 8. AFP wants to hear from YOU. If you know a charitable individual or organization that donates and/or volunteers, NOMINATE HERE.

June 13, AFP will review Giving USA’s annual report on philanthropy, at the Sanford Consortium for Regenerative Medicine; 2880 Torrey Pines Scenic Drive, La Jolla 92037 (4 – 6 PM).

Mark your calendars! NPD 2018 will be held on Monday, Nov. 5, at the Town & Country Resort (11:00 AM – 1:30 PM).
AFP SAN DIEGO CHAPTER HOT SHEET

Celebrating Asian American and Pacific Islander Heritage Month and Jewish American Heritage Month

The Pacific Arts Movement (Pac Arts) is one of the largest media arts organizations in North America that focuses on Asian American and Asian international cinema. Pac Arts has proud roots in San Diego and the transnational cultures that intersect as part of the Pacific Rim and beyond. The agency is part of a movement for positive social change, by transforming hearts and minds, inspiring innovators, and making visible new stories and traditions. Pac Arts also has strong ties with local schools, providing educational opportunities to enhance students’ learning in film analysis and production, ethnic studies, language, humanities, political science, history, religion, marketing, and social advocacy.

The Jewish Community Foundation San Diego (JCFSD) is a leading resource for philanthropy, having facilitated over $1.2 billion in grants since 1967. JCFSD’s mission is “to promote philanthropy through meaningful partnerships with donors and community organizations in achieving charitable goals; to increase current and future support for a vibrant and secure Jewish and general community in San Diego, Israel and around the world.” The agency’s innovative initiatives include the Book of Life program, Community Grants Program, Community Issue Advocacy program, Endowment Leadership Institute, Governance Leadership Institute, the Jewish Teen Foundation, and the Jewish Women’s Foundation.

NPD Nomination Deadline Extended to June 8
Transforming Our Communities through Time, Talent and Treasure

It feels great to put into words why you appreciate and admire someone. Submitting nominations for NPD awards lifts up your entire agency, by highlighting the humble philanthropists, volunteers, and development professionals creating miracles. Nominating can be a great marketing tool for your mission, too, and it costs nothing. You can nominate online, with six short essay questions. NOMINATE TODAY!

AFP Members in the News

Congratulations to our very own VP of Education, Brian Zumbano, who was recently announced as the new Vice President of Development & Stewardship at The San Diego Foundation! Brian and AFP San Diego’s education team are bringing you new programming in 2018, including our Learning Labs. As a member of our chapter’s Executive Committee, Brian is also very active in providing thoughtful leadership and oversight. Kudos, Brian!

Reach Outstanding Applicants with Your Open Position by posting on the Career Development webpage at afpsd.org. For $100 your ad will run for 90 days (member rate). Contact Georgia.Ringler@afpsd.org.

Questions, Comments, Contributions to Next Month’s Hot Sheet?
For program information contact Georgia Ringler, Chapter Manager at (858) 212-1706 or Georgia.Ringler@afpsd.org. To partner with AFP San Diego and/or to contribute to next month’s AFP newsletter, contact Laura Rice, Director of Fund Development, GIRL SCOUTS SAN DIEGO, at lrice@sdgirllscouts.org. Thanks to Carlos Medina, Grants Officer at FATHER JOE’S VILLAGES, and Stephanie Robitaille, for co-editing this edition!