

Call for Proposals: South Dakota AFP Quarterly Programming

Educational Program on Portfolios, Pipelines & Performance

South Dakota Association of Fundraising Professionals (SD AFP)

Program Date: July 17, 2026 | Proposal Deadline: May 29, 2026

Overview

The South Dakota Association of Fundraising Professionals (SD AFP) is seeking experienced and engaging presenters for our July 17 professional development program, “Portfolios, Pipelines & Performance: Making Metrics Work for You.” This session will focus on building effective donor portfolios, establishing practical moves management systems, strengthening documentation habits, and developing a healthy donor pipeline informed by meaningful metrics.

Our audience includes fundraisers from organizations of all sizes—many working in small or blended shops where multiple responsibilities compete for limited capacity. We are seeking speakers who can translate best practices into simple, realistic, and scalable approaches that participants can immediately apply, regardless of their CRM, staffing model, or organizational maturity.

Speakers may focus on any of the following areas:

- Donor portfolio creation, segmentation, and prioritization
- Moves management frameworks and documentation strategies
- Donor pipeline development from identification through stewardship
- Metrics that matter—how to track, interpret, and use data to guide strategy
- Goal setting and performance expectations grounded in realistic metrics

You may submit a proposal to present on a single topic for a one-hour session, to serve as one of several speakers delivering the full training or for a panel discussion.

Presentations should offer practical tools, real-world examples, and actionable takeaways that help participants build structure, improve donor engagement, and strengthen their organization’s fundraising systems.

Session Objectives

Proposed sessions should address the following learning objectives:

- Understand the core components of a successful donor portfolio and pipeline development program, scaled for small and mid-sized organizations

- Identify and prioritize major gifts prospects using existing data, relationships and limited resources
- Develop a simple, sustainable major gifts strategy that aligns with their organization's mission and capacity
- Build confidence in relationship-based fundraising, including donor engagement, cultivation, solicitation and stewardship
- Learn practical tools, systems and habits that support major gifts work without overwhelming staff
- Avoid common pitfalls faced by small development teams when launching or growing a donor portfolio and pipeline development program

Sessions that include real-world examples, case studies, tools, templates or interactive elements are strongly encouraged.

Eligibility

Eligible speakers should meet one or more of the following criteria:

- Demonstrated experience leading or managing a donor portfolio and pipeline development program within a small or mid-sized nonprofit
- Proven track record as a fundraising consultant or trainer working with small-shop organizations
- Ability to clearly explain complex fundraising concepts in a practical, accessible and non-academic manner

Preference may be given to speakers who:

- Have direct experience working in resource-constrained environments
- Can provide tools, worksheets or templates for participants
- Are familiar with community-based, rural or regional nonprofits

Proposal Requirements

Please include the following information in your submission:

- Name, title, organization (if applicable)
- Contact information
- Brief biography and headshot
- Title of the session
- Session Description (250 words or less)
- Three learning objectives from the session

Please note: This is not a paid speaking opportunity.

Submission Deadline

All proposals must be submitted by Friday, May 29, 2026.

Submission Instructions

Please submit your proposal with the online form [located here](#).

Selection Process

Proposals will be reviewed by the SD AFP Professional Development Committee. The selected presenters will be notified by Friday, June 12, 2026.