

# AFP-NJ 2020 Events Calendar

Date	Topic / Theme	Speaker(s)	CEUs
1 4/2/2020	The Future of Special Events	Bobby D. Ehler Co-Founder Inspire Hearts Fundraising	1
2 4/8/2020	"Ask An Expert" Zoom session with Jeff Sobel	Jeff Sobel Founding CEO Jeffrey Sobel Consulting	0
3 4/8/2020	"Ask An Expert" Zoom session with Vicki Bixel	Vicki Bixel President Semple Bixel Associates, Inc.	0
4 4/9/2020	Facing a New Norm for Arts and Cultural Institutions: Fundraising & Communications Strategies During the COVID-19 Crisis	Catherine Mastrangelo Coughlin Account Supervisor Resnicow & Associates and Peter Hansen, CFRE Principal Hansen Philanthropic Solutions	1
5 4/15/2020	"Ask An Expert" Zoom session with David Munshine	David Munshine President The Munshine Group	0
6 4/15/2020	"Ask An Expert" Zoom session with Charlie Minaud	Charlie Michaud Principal and Managing Director CCS Fundraising	0
7 4/16/2020	How to Engage Donors and Raise Emergency Funds during the COVID-19 Crisis	Amy Eisenstein, ACFRE Principal Amy Eisenstein LLC	1
8 4/23/2020	Why You Need a Development Plan Now More Than Ever!	Michael J. Baker, CFRE Founder & Partner m3 Development	1
9 4/30/2020	Your Annual Fund During a Worldwide Crisis - How Do We Get Back to Fundraising?	Anthony R. Alonso President Catapult Fundraising	1
10 5/7/2020	Engaging and Managing Your Boards Through Crisis	Joseph Stampe President & Chief Development Officer Hackensack Meridian Health	1
11 5/14/2020	What You Don't Know About Cybersecurity Can Paralyze Your Nonprofit	Daniel C. Browne President DTM Consulting, LLC	1
12 5/21/2020	Serving the 'Who' and 'Why' of Your Mission in Times of Crisis ... And Always	Amy Fiore Jeffrey Sobel Consulting and Benjamin Salka Story Pirates Changemakers	1
13 6/4/2020	How to Become a Certified Fund Raising Executive (CFRE)	Michael J. Baker, CFRE Founder & Partner, m3 Development Ambassador, CFRE International	1
14 6/25/2020	An overview of national and regional giving trends based on exclusive data from Giving USA 2020: The Annual Report on Philanthropy	Presenters: Dee Falvo, Senior Vice President, CCS Fundraising Charlie Michaud, Principal & Managing Director, CCS Fundraising  Panelists: Jessica Miller, Campaign Director, Rutgers University Foundation Joseph Stampe, President and Chief Development Officer, Meridian Health Foundation Eric Stiles, President and CEO, New Jersey Audubon Society Gabriel van Aalst, President and CEO, New Jersey Symphony Orchestra	1
15 7/29 - 7/31/2020	A 3-day (16 hour) intensive program providing an overview of skills, techniques and program components for individuals with 0 to 4 years of fundraising experience.	Michael J. Baker CFRE, Founder & Partner, m3 Development; John Carno, CFRE, Donor Relations Director, The Salvation Army; Jeanette M. Corris, CFRE, VP Philanthropy Operations, Hackensack Meridian Health; Amy Eisenstein, ACFRE, CEO, Capital Campaign Toolkit; Dawn K. Knill, CFRE, Director of Development, Our House Foundation; Lucinda Mercer, CFRE, Development Director, Caring Contact and William H. Miller, CFRE, CEO Kean University Foundation	16
16 9/17/2020	Managing Change When Humans Are Involved	Alice L. Ferris, MBA, CFRE, ACFRE Founding Partner and James S. Anderson, CFRE Partner GoalBusters	2.5

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17	10/8/2020	Funders' Panel	1
18	10/14/2020	How to Write a Resume That's Right For You	0
19	10/22/2020	Effective Job Search Strategies	0
20	11/4/2020	Growing Your Legacy Society - Why Aren't We Asking?	1
21	11/11/2020	Get Your Capital Campaign Out of Quarantine	1
22	11/18/2020	What If I Say the Wrong Thing?	1.5
23	11/19/2020	Our main conference educational track included: Kishshana Palmer, CFRE [What Now? Trends in Fundraising and Development]; Leah Eustace, ACFRE [Inside Your Donor's Brain]; Wayne Olson, JD [Seven Things Every Donor Wished We Knew]; and Laura Fredricks, JD [How to ASK, In the Most Trying Times]	4
24	11/19/2020	AM Breakout: Gateway to Healing: Exploring How Donors Deal with Grief Through Philanthropy	1
25	11/19/2020	PM Breakout: Storytelling for Action	1
26	11/20/2020	Awake to Woke to Work: Building an Equitable Fundraising Culture	1
27	12/8/2020	Stewarding Donors . . . Sorta Good or Really Good?	1.5
28			