



AFP-NJ Chapter 2004 Educational Calendar

Luncheons: 2 Hours

First Course: 12 Hours

CFRE Prep Course: 2 Hours/Session

Workshops: 2 Hours

Whitley Lecture: 5.5 Hours

Audioconferences: 1 Hour

Conference on

Philanthropy: 6 Hours

JANUARY

Date: Jan. 8th

Luncheon

Mining Your Database
Joseph P. O'Brien

FEBRUARY

Date: Feb 5th

Luncheon

Donor Centered Fundraising
Panel: Jay Angeletti with Michele
Fabrizio and Amy Ziebarth

Date: Feb 24th

AFP Int'l Audio Conference

Fundraising During Challenging
Times...and Beyond

MARCH

Date: Mar 4th

Luncheon

The One-Person Shop
Fay H. Mackey, CFRE

CFRE Prep Course

Date: Mar 18th

Frank Whitley Lecture Series

Bernard Ross, recognized trainer
and fundraiser from The
Management Centre in London

Date: Mar 25th

AFP Int'l Audio Conference

Engaging Ethnically and Racially
Diverse Donors

APRIL

Date: Apr 2nd

Luncheon

Donor Cultivation:
Strategies That Work
Panel: Jeanine Hirsch with
Bonnie J. Monte, Scott Gleba
and Louise Yohalem

CFRE Prep Course

Date: Apr 15th

AFP Int'l Audio Conference

The Golden Route to Successful
Grantseeking

Date: Apr 22nd

1st Annual Awards Dinner
Celebrating Excellence in
Philanthropy

MAY

Date: May 7th

CFRE Prep Course

Luncheon

Growing Your Board:
Getting the Board You Need to
Achieve Your Goals

Workshop

What Your Board Needs to Hear

Date: May 12th

AFP Int'l Audio Conference

How Small Groups Raise Big
Money

JUNE

Date: Jun 4th

CFRE Prep Course

Luncheon

Effective Use of Technology in
Building Relationships and Raising
Dollars

Workshop

Panel: Case Studies from
Organizations Effectively Using
Technology

Date: Jun 9th

AFP Int'l Audio Conference

The Essence of Relationship
Fundraising

JULY

Date: Jul 9th

Luncheon

Working with Financial
Intermediaries -- Wealth Advisors,
Donor Advised Funds

Dates: Jul 26th & 27th

AFP First Course

In Fundraising

(2 day course)

Date: Jul 15th

AFP Int'l Audio Conference

Loyal for Life: Inspiring Dedicated
Donors

AUGUST

Date: August 11th

Seminar (half-day)

Positioning Your Organization's
Mission in the Marketplace

SEPTEMBER

Date: Sept 10th

Luncheon

Major Gifts: Identify, Ask, Achieve
Workshop

Major Gifts Tools and Techniques

Date: Sept 9th

AFP Int'l Audio Conference

Becoming a Fundraising Leader

OCTOBER

Date: Oct 1st

Luncheon

Meet the Funders Panel

Date: October 20th

Workshop

Getting From Here to There:
Transitioning Into Fund Raising

Date: Oct 5th

AFP Int'l Audio Conference

Bridging the Gap Between the
Financial Advisor and the Nonprofit
Fundraiser

NOVEMBER

Date: Nov 4th

AFP-NJ Conference on

Philanthropy

DECEMBER

Date: 3rd

Luncheon

Motivational Speaker to Recharge
our Batteries

Date: Dec 2nd

AFP Int'l Audio Conference

No Longer a Dream: How to Excite
Your Board About Getting Involved

AFP-NJ Chapter 2005 Educational Calendar

Date	Event	Speaker(s)	Topic
1/7/2005	Luncheon	David Ny, Executive Life Coach; Tim Throckmorton, Merrill Lynch Trust Company FSB	Inspired Fundraisers, Inspired Donors
1/7/2005	Workshop	David Ny, Executive Life Coach; Tim Throckmorton, Merrill Lynch Trust Company FSB	Inspired Fundraisers, Inspired Donors
1/12/2005	Audioconference	Hosted by: Deborah Hospital Foundation & Merrill Lynch	Achieving Dramatic Increases in Your Annual Fund by Stanley Weinstein, ACFRE, EMBA
2/4/2005	Luncheon	Eileen Heltzer, Morristown Memorial Health Foundation	Annual Giving
2/4/2005	Workshop	Catherine Swan, Frost Valley YMCA	Writing the Annual Fundraising Plan
2/8/2005	Audioconference	Hosted by: Deborah Hospital Foundation & Merrill Lynch	Essential Presentation Skills for Fundraisers by Robbe Healey, CFRE
3/4/2005	Luncheon	Betse Gump, Eric Pryor & Betsy Smith	Capital Campaigns Insights
3/4/2005	CFRE Prep	Marge Baker, CFRE	CFRE Review Course
3/10/2005	Audioconference	Hosted by: Deborah Hospital Foundation & Merrill Lynch	Sky High! Major Gift Strategies to Engage & Excite Your Donors & Prospects by Nick G. Costa
4/1/2005	Luncheon	H. King McGlaughon, Jr., JD, Mdiv, American College	Ethics
4/1/2005	CFRE Prep	Marge Baker, CFRE	CFRE Review Course
5/3/2005	Audioconference	Hosted by: Merrill Lynch	Raising More Money: Building the Bridge from Annual Fund to Endowment by Terry Axelrod
5/6/2005	Luncheon	Bill Byrnes, F. M. Kirby Foundation; William Engel, Esq., Engel & Devlin, P.C.	Meet The Funders Panel
5/6/2005	Workshop	Curtis Harris, Atlantic Health Systems; Terry Pearl, Morristown Memorial Health Foundation	Grantwriting
5/6/2005	CFRE Prep	Marge Baker, CFRE	CFRE Review Course
5/12/2005	Awards Dinner	Multiple Presenters	Awards for Excellence in Philanthropy
6/3/2005	Luncheon	Various Roundtable Moderators	Special Focus Roundtable Discussions
6/3/2005	CFRE Prep	Marge Baker, CFRE	CFRE Review Course

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6/7/2005	Audioconference	Hosted by: Deborah Hospital Foundation & Merrill Lynch	Beyond the Essentials of Acknowledgement and Recognition: When Saying "Thank You" is Not Enough by Janet Hedrick
6/10/2005	Whitley Lecture	Laura Fredricks, Pace University	The Leaders We Are vs. The Leaders We Need to Be (. . .and how to get there!)
7/8/2005	Luncheon	Sharon Cocuzza, Rutgers University Foundation	Woman and Philanthropy: Getting a Program Started and Where to Take It!
7/14/2005	Audioconference	Hosted by: Deborah Hospital Foundation & Merrill Lynch	Empowering your Board to Succeed in Fundraising v. Challenging them to Fail by Barbara Talisman
7/15/2005	Seminar	John Brown, John Brown, Ltd.	Gift Planning
8/1--8/2/2005	First Course	Multiple Presenters	First Course in Philanthropy
9/9/2005	Luncheon	Regina Podhorin, The Leadership Group	Strategic Governance - Boards of the Future
9/9/2005	Workshop- CANCELLED	Veronica Jenkins, SHEELD & Karen McLane Torian, City of Newark	Faith-Based Collaborations
10/5/2005	Audioconference	Hosted by: Deborah Hospital Foundation & Merrill Lynch	Conflicting Values: Solving Ethical Dilemmas by Eugene R. Tempel, Ed.D., CFRE
10/6/2005	Luncheon	Jack Krauskopf, Baruch College, School of Public Affairs	Relationship Building: Fundraising Amidst Katrina Relief
10/20/2005	Evening Workshop and Networking Event	Louise Kenny, Matheny Medical and Educational Center; Andrea West, Plainfield Health Center Foundation	Your Career Path
11/3/2005	Conference on Philanthropy	Multiple Presenters	Various Topics
12/1/2005	Luncheon	Olympian, Tom Wilkens	What Turns an Average Athlete into an Olympian?
12/8/2005	Audioconference	Hosted by: Deborah Hospital Foundation & Merrill Lynch	The Widow's Might: Understanding a Vital Source of Current and Future Funding by Robert F. Sharpe, Jr.

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