Fisher Fellows & Mentorship AFP Application Deadlines are Fast Approaching!

Are you new to the field of fund development? Are you a seasoned fundraising professional with a desire to share your experience?

If yes to either, please consider joining the AFP Greater Detroit Chapter's 2018 Mentorship AFP or Marjorie S. Fisher Fellows programs!

Mentorship AFP partners new fundraisers with seasoned fundraisers for individualized professional development, guidance, encouragement, and support. Additionally, mentees are invited to participate in six interactive conference calls led by senior level fundraising professionals, and this year's program will include several opportunities for networking with the cohort.

Here's what past participants say about the program:

"The opportunity to glean tips and tactics from a seasoned fundraiser was priceless."

"I was matched extremely well with my mentor and I think this was the most beneficial part of the program."

"I want to help make the next generation of fundraisers better."

"I am always grateful to be engaged with fundraising professionals at different points in
The Mentorship AFP program is offered as a benefit of AFP membership - there is no additional cost to participate. If you have questions about the program please contact Helen Starman at hstarman@comcast.net or 734.260.3898.

Applications are being accepted online through March 23, 2018.

Mentor applicants please click here. Mentee applicants please click here.

The Marjorie S. Fisher Fellows Program, which is supported by the Max M. and Marjorie S. Fisher Foundation, provides a series of educational programs by local experts, and one-on-one mentorship with a seasoned professional.

Take it from a 2017 Fisher Fellow, who says, "As a Fellow, I gained immeasurable knowledge and support from my mentor, and continued to further my understanding of development through chapter-sponsored educational programs. This positive experience and the connections I have made along the way will continue to impact my career well into the future."

Applications are open for the Marjorie S. Fisher Fellows Program, which educates and empowers fundraisers serving the city of Detroit. For more information and to apply, visit our website here, or go directly to the application here.

President's Letter

Spring is just around the corner and this year is really ramping up for your AFP Greater Detroit Chapter. I hope you will join us on March 29 for our program featuring a new "member meeting" format designed to help you learn more about ongoing chapter activities and additional opportunities to make the most of your member benefits. We are grateful to long-time chapter member and sponsor Gary Dembs of the Non-Profit Personnel Network who will present a valuable session on the changing role of the fundraising professional.

Be sure to save the date for the return of internationally renowned donor communications expert Tom Ahern when he joins us in metro Detroit on April 27. If you attended Tom's presentation when he was in town in 2016, you know it was a day well spent. He will be presenting additional material during this session, so plan to join us and encourage your colleagues in marketing and communications to come as well. If you are fortunate enough to be attending the AFP International Fundraising Conference in New Orleans next month, please be aware that Tom will not be presenting there, so this will be a rare opportunity to see him in person.

I am pleased to share that your AFP Greater Detroit Chapter recently received the Ten Star Chapter designation from AFP International for 2017. The award honors chapters for achieving goals that align with AFP’s strategic plan and performing specific activities designed to increase professionalism within fundraising as well as public awareness of the importance of philanthropy. The chapter also just received the Friends of Diversity award for 2017 and is one of only 82 chapters in the United States and Canada to receive this distinction. We'll be doing even more in 2018 to support these efforts.

Thank you for all you do to support AFP and philanthropy in your community!

Tricia Brosnahan
President, AFP Greater Detroit Chapter
Upcoming Programs

AFP Greater Detroit Chapter Meeting PLUS Talent with Purpose: How Your Role as a Fundraising Professional is Changing
March 29, 8:00 - 9:45 AM

Join AFP Greater Detroit Chapter for a member meeting! Make your membership work for you- use this opportunity to come together to share and learn with your colleagues and peers.

Gary Dembs, President and Founder of Non-Profit Personnel Network, will review the skill sets you need to be a successful development professional, at every level; address what various sectors look for when recruiting staff (e.g., human services, health care, education, arts and culture, etc.); and address how to strategize for your next fund development career position.

**Speaker**
Gary Dembs ([about the speaker](#))
President, Founder and Philanthropic Entrepreneur
Non-Profit Personnel Network

Member: $20.00
Non-Member: $30.00
Collegiate Member: $10.00

For more information, click [here](#).

[Register Here](#)

SAVE THE DATE!
Tom Ahern Returns to Detroit
April 27, 8:30 AM - 3:30 PM

Don't miss your chance to see donor communications expert Tom Ahem present in metro Detroit this year- he won't be at the AFP International Fundraising Conference! Enjoy a full day with one of the leading experts in donor communications and learn how you can raise more money with your current donor base!

**Speaker**
Tom Ahem ([about the speaker](#))
Ahern Donor Communications

More information and registration coming soon!
Sponsorship Opportunities are Available for All Programs!

As an AFP Greater Detroit program sponsor, you will show your organization's commitment to cultivating a culture of giving in the region. You will receive sponsorship recognition in front of Southeastern Michigan's not-for-profit leaders. You will also help support AFP Greater Detroit's work in promoting high ethical standards in fundraising, with proceeds dedicated to the chapter's education, scholarship, and diversity programs.

Please contact Rebecca Hepner for more information: Rebecca_Hepner@usc.salvationarmy.org

Job Listings

Have an open position you are looking to fill with a great development professional?

Post your open position to the AFP Greater Detroit Chapter job page and connect to nearly 400 chapter members and their networks of development professionals.

We'll even send your listing out via e-mail to all active AFP Greater Detroit members!

$100 AFP Greater Detroit Members
$200 Non-Members

Want more information? Click here to visit AFP Greater Detroit's job center or contact Paula Durant at PDurant@michiganhumane.org.

A special thank you to Non-Profit Personnel Network for sponsoring AFP-Greater Detroit Chapter's monthly job posting e-mails!

Join AFP Greater Detroit

It's a Great Time to Become a Member!

For 50 years, AFP has been the standard for professionalism in fundraising. Learn more about AFP, its activities and people, and how you can be involved.

To join online, go to www.afpnet.org. For a list of AFP Membership Benefits, click here.

Questions? Call the AFP Membership Department at (800) 666-3863.
A culture of philanthropy encourages giving from all prospective donors. It leads to donor satisfaction, retention and an overall stronger connection. This is good for fundraising, but even more than that, great for the mission of the organization and those it serves.

"A culture of philanthropy means fundraising is viewed and valued as a mission-aligned program of the organization."(1) A philanthropic culture allows staff and volunteers to see the connection between services and giving. These people then personally tie the two together to carry out the overall mission.

Now that we have established the importance of having a culture of philanthropy, the million dollar question is how do you create one?

For the full article, Philanthropic Culture is Mission Driven, click here.

Sources: