



AFP eNewsletter

July 2014



A Message from Our Chapter President

Dear AFP Members,

How did you first become a fundraiser? If you're like me, you have a degree in something completely unrelated, and as you sought employment, you fell into a fundraising job in order to pay the rent. For me, once I discovered nonprofit fundraising, it was clear this was a career that would be deeply satisfying both professionally and personally. But I had so much to learn!

That's when I discovered AFP. I was introduced to AFP when I attended one of their conferences, which then drew my attention to my local chapter. Their monthly luncheon meetings quickly became a priority as they were the very best place to take my questions to more experienced fundraisers who were always very generous with their help. I also signed up for every lecture and program I could where I always learned something useful.

One that was most useful was the 2-day Fundamentals Course from AFP International which is taught by local, experienced fundraising professionals. While this is meant for new fundraisers, I actually took this program mid-career, and found it filled a lot of gaps in areas where I had little or no experience. It provided me with a manual and templates I still use. Best of all, it connected me with local professionals I could contact after.

I urge you to sign up for the Fundamentals Course, which we are offering in August. It is two days well spent that will provide you with years-worth of value. Or check out the other great

programs we have coming up – I hope to see you there!

Sincerely,

Paula Brown, CFRE
President

Featured Program: AFP Fundamentals of Fundraising Course

Thursday, August 14 & 15, 2014

8:00am - 5:30pm

[Michigan First Credit Union](#)

AFP Members \$390.00 | Non-Members \$490.00

**Includes all educational materials and meals*



Tricia Brosnahan, CFRE, Major Gifts Officer, *Detroit Zoological Society*

Developed with a foundation from the AFP Essentials of Fundraising Program and the AFP First Course in Fundraising, this exciting new course is composed of seven modules, specially designed by experienced fundraising professionals. These modules will meet the real-world need and challenges nonprofit organizations face every day.

AFP Fundamentals of Fundraising Course offers a complete overview of the development function, featuring the most current information and techniques. The program includes case studies and projects for groups and individuals to make the learning experience both substantive and enjoyable.

The modules include:

Overview of Fundraising

Speaker: Tricia Brosnahan, CFRE, Major Gifts Officer, *Detroit Zoological Society*

Developing an Integrated Fundraising Program

Speaker: Rick Kress, ACFRE, President, *Gift Planning Associates*

Marketing for Ongoing Success

Speaker: Heidi Grix, CFRE, *Executive Director and Vice President of Development at Arbor Hospice Foundation*

Building and Sustaining Relationships

Speaker: Daniel J. Jenuwine, CFRE, *Senior Consultant, Richner & Richner, LLC*

Securing the Gift

Speaker: Paul Miller, CFRE, *President at Presbyterian Villages of Michigan Foundation*

Volunteers - Partners in Fundraising

Speaker: Debra DeBose, *Assistant Director of Advancement, Horizons-Upward Bound, Cranbrook Schools*

Management & Accountability

Speaker: Melinda Conway Callahan, CFRE, *Chief Development Officer at Forgotten Harvest*



Rick Kress, ACFRE, President, *Gift Planning Associates*



Heidi Grix, CFRE, *Executive Director and Vice President of Development at Arbor Hospice Foundation*



Daniel J. Jenuwine,

CFRE, Senior
Consultant, Richner & Richner,
LLC



Paul Miller, CFRE, *President at
Presbyterian Villages of
Michigan Foundation*



Debra DeBose, *Assistant
Director of Advancement,
Horizons-Upward Bound,
Cranbrook Schools*



Melinda Conway Callahan,
CFRE, *Chief Development
Officer at Forgotten Harvest*



This course is designed for fundraising professionals with 0 to 4 years of experience in addition to other who have a responsibility for the development function such as executive directors, vice presidents of development, program managers, special event coordinators and leadership volunteers. Attendees will earn 16 CFRE's.

Register now!

Register 3 individuals together & receive a 10% discount!

Register 4 individuals together & receive a 15% discount!

Register 5 individuals together & receive a 20% discount!

Submit Your Distinguished Volunteers by September 8th!



National Philanthropy Day®

*"We make a living by what we do, but we make a life by what we give."
Winston Churchill*

Celebrate Your Distinguished Volunteers!

The Association of Fundraising Professionals (AFP) Greater Detroit Chapter is now accepting [Distinguished Volunteer](#) submissions to be recognized during the National Philanthropy Day Dinner on November 12th at COBO Center Detroit.

[National Philanthropy Day](#) is AFP Greater Detroit Chapter's premier event, to celebrate and honor the passion, commitment and leadership of Southeastern Michigan's philanthropists, distinguished volunteers and those in

the fundraising profession.

Do not miss this opportunity to honor your volunteers in front of several hundred community leaders, philanthropists and other volunteers that have positively impacted Southeast Michigan.

Submit your [Distinguished Volunteer forms](#) by **September 8th!**

Connect with AFP Greater Detroit!



Upcoming Programs



Paula Di Rita Wishart, U-Michigan,
Rackham Graduate School -
Fundraising Etiquette

AFP Connects at EG Nick's Plymouth

Thursday, August 21, 2014

5:30pm - 7:30pm

Members: FREE | Non-members: \$10

[Register Now!](#)

Fundraising Etiquette

Tuesday, September 9, 2014

Washtenaw Community College

8:00 am - 10:30 am

AFP Members: FREE | Non-members: \$20.00

[Register Now!](#)

Analytics & Measures

Tuesday, September 16, 2014

Michigan First Credit Union

8:00 am - 9:30 am

AFP Members: \$10.00 | Non-members: \$25.00

[Register Now!](#)

National Philanthropy Day Dinner

Wednesday, November 12, 2014

[Cobo Center](#)

5:30 pm - 9:00 pm

[Register Now!](#)

Be part of this high-profile event through sponsorship!

Contact James Lewis at jlewis@dptv.org for more information.



Rosemary Bayer, founder of
ardentCause L3C - *Analytics &
Measures*

View the complete [AFP Calendar of Events](#)

2015 Board of Directors Call for Nominations Now Open!



We'd like to encourage all AFP members to consider nominating a colleague or perhaps yourself to join our Board of Directors for 2015. Please review the requirements [here](#).

AFP Board work is gratifying on many levels and a wonderful way to enhance your network, as well as gain experience of working with a volunteer board. Please join us.

To apply please submit a letter of interest and a resume to liz.anderson@afpdet.org by **September 9th!**



AFP Career Resources

Looking to hire an AFP member for your development team? Post your position on the [AFP Greater Detroit website](#). Thirty day postings are \$100.00 for AFP members and \$200.00 for non members.

Looking for a new job? There are several open positions on the AFP Greater Detroit Job Bank. Positions recently posted include:

[Data Base Manager - Raisers Edge](#)

IHM Sisters

[Senior Vice President of Development](#)

Neighborhood Service Organization

[Director of Development](#)

Catholic Charities of Southeast Michigan

[Director of Grants Management](#)

Presbyterian Villages of Michigan

[Director of Development](#)

Southwest Solutions

[Director of Special Events](#)

Great Lakes Field Service Council, BSA

[Director of Development](#)

Michigan Science Center

Individual Giving Coordinator

Starfish Family Services

Regional Director of Donor Ministries

Water Missions International

Major Gifts Officer

United Methodist Retirement Communities Foundation

Business Development Executive

Detroit Public Television

Grant-Writer – Independent Contractor

Henry Ford Village Foundation

Major Gifts Officer

Wayne State University

Sponsorship Opportunities

Get your name in front of the nonprofit and business community through sponsorship! Start at the heart of fundraising and make a difference across southeast Michigan!

Visit the AFP [sponsorship page](#) for more information!



Join The AFP Greater Detroit Chapter

Have you been thinking about joining AFP? There is no time like the present! AFP membership gives you access to a network of fundraising and development professionals, the AFP mentor program and discounts on educational programs.

AFP offers several membership types that can fit with any budget AFP membership starts as low as \$75. AFP also offers an [installment plan](#).

If you have questions about your membership please contact Katie Knill at kknill1@hfhs.org.

[Click here](#) If you are interested in becoming a member.

Contact AFP Greater Detroit!

Phone:(248)579-5004



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