Dear AFP Members and Nonprofit Professionals,

Don’t let the cold keep you from missing these great events coming up in March.

Do you believe nonprofits should have a zero balance at the end of the year? Then you’ll want to attend our March 19th program on nonprofit capitalization. I attended this program last year with my Finance Chair, and found it too important not to repeat for AFP and MNA members. It breaks down the thinking that keeps nonprofits in “semi-starvation” and moves toward commitment to capital investment. Bring your executive director, board chair and finance leaders as this presents a shift in thinking and planning. We are very grateful to McGregor Fund for sponsoring this second presentation.

Thanks to sponsorship from Lutheran Social Services, the AFP-Greater Detroit Chapter Advanced Professionals Affinity Group (working title) is officially launching in March to provide special recognition and activities for members who have been long-time leaders in our profession. Attendance to the March 26th launch reception is by invitation-only, so be sure to check the membership criteria below and register yourself for this newly-forming group.

Immediately following the launch reception for Advanced Professionals, there will be a full members-only reception followed by a career development panel. Three of our Advanced Professionals will offer tips and advice on navigating important and sometime tricky relationships necessary for your professional advancement. A great just-between-us conversation!

I look forward to seeing you!

Paula Brown, CFRE
President
Featured Program
A New Language for Engaging Volunteers in Major Gifts

Thursday, February 26, 2015
Webinar - REGISTER NOW!
12:00pm - 1:00pm
AFP Members: $10.00 | Non-Members: $25.00
This program has been approved for 1 CFRE Continuing Education credit.

*Registration closes February 25th at 5:00pm.
*A link to the webinar will be sent to all registered attendees one day prior to the event.

The jargon professional fundraisers use to describe the major donor solicitation process can leave volunteers confused and cold. In this webinar, learn a new way to talk about major gifts that connects with common experiences and reframes the role of the volunteer in a way that is understandable and attractive.

Speaker
Dan Jenuwine, CFRE, has more than twenty-three years of experience in fundraising and nonprofit operations, finance, and program development, the last seven at Richner & Richner where he is Senior Consultant. In this role he leads projects and provides strategic counsel for the firm's clients. Prior to joining the firm, Dan spent six years working with independent colleges at the Michigan Colleges Foundation. Earlier, Dan held key positions on the development teams at the University of Michigan-Dearborn (UM-D) and at Wayne State University (WSU).

Connect with AFP Greater Detroit!

Upcoming Programs

How to Actually Talk with a Planned Giving Prospect
Wednesday, February 25, 2015
Washtenaw Community College
8:00 am - 10:00 am
AFP Members: FREE | Non-Members: $20.00
Register Now!

A New Language for Engaging Volunteers in Major Gifts
Thursday, February 26, 2015
Webinar
12:00 pm - 1:00 pm
AFP Members: $10.00 | Non-members: $25.00
Register Now!

CFRE Review Course - Ohio
February 26-27, 2015
Akron Community Foundation
AFP Member: $390.00 | Non-Member: $490.00
Click here for more information.
Register Now!
AFP Greater Detroit will be having a CFRE Review Course August 6-7

Capitalization for Non Profit Effectiveness
Thursday, March 19, 2015
8:30 am - 11:30 am
McGregor Memorial Conference Center
AFP or MNA Member: $25.00 | Member with Executive: $25.00
Non-Member: $40.00 | Non-Member with Executive: $40.00
Click here for more information.
Register Now!

Community Foundation 101
March 10, 17, or 25
9:00 am - 10:30 am
Click here for more information

Career Development Panel - Members Only
Thursday, March 26, 2015
The Detroit Athletic Club
5:30 pm - 7:00 pm
Members: $20.00
Register Now!

View the complete AFP Calendar of Events

---

Current News

Marjorie S. Fisher Fellows Program

The Marjorie S. Fisher Fellows program (Fisher Fellows) strives to educate and empower the future generation of fundraisers in the region and is supported through the generosity of the Max M. and Marjorie S. Fisher Foundation Executive Director Fund.

Fisher Fellows will receive the following benefits over a one-year period:

- Membership in the Association of Fundraising Professionals Greater Detroit Chapter
- Financial assistance to attend up to six chapter-sponsored monthly programs
- Inclusion in the Mentorship AFP program

A limited number of fellowships are available. For consideration, applicants must be:

- Currently employed in a fundraising capacity at a local non-profit organization located in the city of Detroit or serving a constituency in the city of Detroit
- Age 30 or under, or if over age 30 have two years or less of professional fundraising experience
- Not a current AFP member

Those working in small organizations with limited development support are encouraged to apply.

To learn more visit the AFP Fellowships page! The application is due March 6, 2015.
Mentorship AFP Greater Detroit

Are you new to the field of Fund Development?
Are you a seasoned professional looking to share your experience?

AFP can help!

*Mentorship AFP* provides assistance and guidance for those who are early in their fundraising careers.

Participating mentees are assigned to a fundraising professional who will serve as their personal mentor.

In addition to the guidance, encouragement and support from their mentor, mentees are invited to participate in six interactive conference calls led by senior level fund development professionals.

These seminar-style teleconferences will include topics such as:

- Annual Giving
- Major Gifts
- Making the Ask
- Planned Giving
- Special Events & more!

The cost of this program is a benefit of AFP Membership. **There is no additional expense!**

*If you are interested in participating in the 2015 Mentorship AFP program visit the [AFP Mentorship Page](http://www.afpnet.org)! The application is due April 1, 2015.*

---

**AFP Greater Detroit Honored as a Ten Star Gold Chapter**

The AFP Greater Detroit Chapter has been named a 2014 Ten Star Gold Chapter.

Every year, AFP, the largest association of professional fundraisers in the world, honors chapters for achieving goals that align with key objectives in its long-range strategic plan. Chapters receive the Ten Star Gold Award for performing specific activities designed to increase professionalism within fundraising and public awareness of the importance of philanthropy. **Of the 238 chapters in AFP, 43 chapters received the 2014 Ten Star Gold Award.**

Ten Star Gold Chapters are recognized at the AFP International Conference on Fundraising. Chapters also earn the privilege of displaying the Ten Star Gold logo on their website, newsletters and stationary and will be recognized in the Advancing Philanthropy Magazine in April.

"I want to congratulate the AFP Greater Detroit Chapter, which is playing a key role in the Greater Detroit area in promoting ethical and effective fundraising and educating the public about the importance of philanthropy and wise giving," said Andrew Watt, FInstF, president and CEO of AFP. "Our Ten Star Gold Chapters have demonstrated outstanding programming and leadership for the fundraising, and I’m pleased to recognize their outstanding efforts. If individuals and organizations in the Greater Detroit area have questions about fundraising and philanthropy, they should definitely contact the AFP Greater Detroit Chapter."

For more information on the Ten Star Award process, please visit [www.afpnet.org](http://www.afpnet.org).
The AFP Greater Detroit Chapter has been honored with the Friends of Diversity Designation from AFP International.

The Friends of Diversity Designation recognizes those chapters who have accomplished many of the key objectives outlined in the advancing diversity strategic goal. This designation encourages chapters to perform specific activities designed to increase diversity within fundraising and public awareness of the importance of philanthropy in all cultures.

---

### 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:

- **Director of Individual Giving**
  Focus: HOPE

- **Executive Director of the Henry Ford Village Foundation**
  Henry Ford Village

- **Prospect Researcher**
  Kettering University

- **Director of Development & Events**
  Make-A-Wish Michigan

- **Associate Director - Major Gifts**
  The Archdiocese of Detroit

---

### 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.

Check out the TOP TEN REASONS to join AFP!

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 knill1@hfhs.org.

Click here If you are interested in becoming a member.

Contact AFP Greater Detroit!

Phone:(248)579-5004

AFP Greater Detroit
101 Brookside Ln, Suite N
Brighton, MI 48116

alexandra.risher@afpdet.org

www.afpdet.org | 101 Brookside Lane, Suite N Brighton, MI 48116| 248-579-5004