In This Newsletter...

National Philanthropy Day News!  Upcoming Programs  Local Opportunities

News to Know: Average Fundraising Salaries Increase  Job Listings  Join Now

AFP GDC Membership Scholarship

National Philanthropy Day News

CELEBRATE PHILANTHROPY AT THE 27TH ANNUAL NATIONAL PHILANTHROPY DAY DINNER!

Thursday, November 8, 2018
at The Henry in Dearborn

National Philanthropy Day is the Association of Fundraising Professionals (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.

There are many ways to be involved with this wonderful event; become a sponsor, submit a distinguished volunteer(s), and of course, attend! For those organizations that have not attended or may have skipped a year, we hope you'll join us this year. You and your organization will not be disappointed!

Registration is open! So don't miss out on celebrating philanthropy and all the positives, both large and small, that have resulted in making our community a better place!

Register Here!
Less Than 3 Weeks Left to Submit Your Distinguished Volunteer Form!

Is there a volunteer at your organization that directly contributes to your success? One who inspires you with their passion and motivation for your cause?

Do you have a board member that always goes the extra mile - closing the gap on donations or always willing to do what they can to help out?

Is there a volunteer that your organization couldn't operate without?

If you answered yes to any of these questions, then you have a **DISTINGUISHED VOLUNTEER**!

Please celebrate them, their commitment to your organization and philanthropy as a whole at the 27th annual National Philanthropy Day dinner on November 8th at The Henry in Dearborn. Submissions for your Distinguished Volunteers are now open! You'll simply fill out the form [here](#) and tell us a bit about your volunteer. Their photo and bio will be included in the program book that will be available at the National Philanthropy Day dinner. We only ask that you host your volunteer at the event.

Submit your Distinguished Volunteers by **Friday, September 7th**.

---

Partner with AFP for National Philanthropy Day!

Would you like to reach hundreds of philanthropists, distinguished volunteers, and individuals active in nonprofits throughout Southeastern Michigan?

If your answer is yes, then consider partnering with the AFP Greater Detroit Chapter for National Philanthropy Day!

On November 8th, National Philanthropy Day will honor the great contribution that philanthropists and volunteers have made to our lives, community, and nation. Generous support from organizations such as yours will help to advance the education of fundraising professionals, while offering maximum exposure for your organization. Submit your sponsorship commitment by **September 8th for recognition in event invitations**, and by **September 29** for recognition in the event program and on event signage.

Do not miss this opportunity to get your organization's name in front of more than 700 community boosters, business leaders, philanthropists and volunteers in Southeast Michigan!

For more information, visit the [Sponsorship Page](#) on the AFP website or contact Sponsorship Committee Chair [Rebecca Hepner](#).

---

**Congratulations 2018 AFP Greater Detroit Philanthropy Awardees!**
It is AFP GDC's great pleasure to announce the 2018 National Philanthropy Day awardees. This amazing group of individual, corporate and foundation donors and volunteers makes an incredible impact on our community and inspires all of us to do more. Please join us in congratulating them, and join us to do so in person on November 8th at the AFP National Philanthropy Day Dinner!

MAX M. FISHER AWARD FOR OUTSTANDING PHILANTHROPIST
Ron and Eileen Weiser, nominated by University of Michigan-Dearborn

EDMUND T. AHEE JEWEL AWARD FOR OUTSTANDING VOLUNTEER FUNDRAISER
Karen Colina Wilson Smithbauer, nominated by the Autism Alliance of Michigan

OUTSTANDING CORPORATION AWARD
JP Morgan Chase, nominated by Southwest Solutions

OUTSTANDING FOUNDATION AWARD
William Davidson Foundation, nominated by Detroit Symphony Orchestra

DR. JOHN S. LORE AWARD FOR OUTSTANDING FUNDRAISING EXECUTIVE
Tracy Utech, nominated by Wayne State University

SPARKY ANDERSON AWARD FOR YOUTH IN PHILANTHROPY
Detroit Feedback Loop, nominated by Wayne State University

NEAL SHINE AWARD FOR MEDIA COMMITMENT
Rich Homberg, nominated by Detroit Public Television

GEORGE W. ROMNEY AWARD FOR LIFETIME ACHIEVEMENT IN VOLUNTEERISM
Allan Gilmour, nominated by Wayne State University

Announcing AFP GDC's New Partnership with

For more information, click here.

Apply for a Membership Scholarship Today!

Have you, someone you know or one of your colleagues always been interested in becoming an AFP member, but the price is holding you back? Do you think that being a part of the educational and networking opportunities of AFP could help your organization grow stronger? If so, please consider applying for a member scholarship!

Applications are now open to win a scholarship to become an AFP member. This scholarship is open to fundraisers at all stages of their career and open to new and previous AFP members. Applications are due by September 7 and memberships are available for only $175 to the winning scholarship recipient.
set to go into effect in October. Please encourage all interested parties to apply today!

If you have questions, please contact Kristin Rossi at krossi@alz.org or 248-996-1063.

Click here to get more information about AFP and get information on upcoming events and programs.

Apply Here

---

### Upcoming Programs

**Retention is the New Acquisition**  
**September 19, 8:30 - 10:30 AM**  
**at Red Run Golf Club**

The donor landscape is vast, with donors of all different levels requiring specialized and personal attention. How do we know how to best connect with our donors to retain them as crucial parts to the furthering of our mission while identifying future major donors? Phoenix Innovate will show us how to prioritize our databases and leverage our relationships to provide the highest and best use of your time as well as your donor's time.

Featuring Mike Watson of Phoenix Innovate.

For more information, click here.

Register Here!

**Chapter Meeting & Career Development Program: Excel as a Major Gifts Officer**  
**September 28, 8:00 - 10:00 AM**  
**at Alzheimer's Association**

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

Following the chapter meeting, Melissa Weisse, Chief Philanthropy Officer at Leader Dogs for the Blind, will be speaking on the topic of: 'The Keys to Success: How to Excel as a Major Gifts Officer'. For more information on Melissa, click here.

For more information, click here.

Register Here!

**From Me to We: Understanding and Mitigating the Negative Impact of Unintentional Unconscious Bias**  
**October 9, 8:00 AM - 12:00 PM**

Featuring consultant, author, and TED speaker Huda Essa of Culture Links, LLC (more about Huda).

Huda Essa leads this interactive workshop to expand our understanding of unconscious bias and learn ways we can positively impact our sector as fundraising professionals. Join AFP GDC and guests to strengthen your knowledge and support efforts of inclusion, diversity, equity and access.

For more information, click here.

Registration coming soon!
National Philanthropy Day Dinner - Register Now!
November 8
at The Henry in Dearborn

National Philanthropy Day is the 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.

For more information, click here.

Register Here!

Local Opportunities

Creating Sustainable Funding from Individual Donors: A Proven Model

In this highly engaging session, you will learn how to implement a systematic process for engaging and developing relationships with mission-focused individual donors. You'll learn how to create a culture of philanthropy in your organization, how to make your organization more visible in your community, and how to identify and cultivate individual donors who are passionate about your mission. Learn how this model has been customized and implemented with all types of nonprofit organizations.

- **Date:** Wednesday, September 12, 2018
- **Time:** 2:00 - 4:00 p.m.
- **Location:** Boll Family YMCA, 1401 Broadway, Detroit, MI 48226
- **RSVP:** [https://www.benevon.com/detroit-free-seminar/](https://www.benevon.com/detroit-free-seminar/)
- **Cost:** Free to attend; please RSVP as space is limited
- **Who Should Attend:** Key organizational leadership, including board members, executive director or CEO, development director, and volunteers
- **Questions:** Contact Michelle Zendarski at 206-428-2144 or [michelle@benevon.com](mailto:michelle@benevon.com)

*Benevon trains and coaches nonprofit organizations to implement a mission-based system for raising sustainable funding from individual donors. This system ends the suffering about fundraising and builds passionate and committed lifelong donors. For more information, please visit [www.benevon.com](http://www.benevon.com).

*This is a paid advertisement.

News to Know

Average Fundraising Salaries Increase, But Most Barely Kept Up With Inflation
We thought you would enjoy this article from AFP International's website on the average fundraising salaries:

Average fundraising salaries increased by 11 percent in the United States in 2017, even as 70 percent of professionals didn't see increases large enough to keep up with inflation, according to the Association of Fundraising Professionals' (AFP) 2018 Compensation and Benefits Report.

The mean (average) salary for all respondents in 2017 was $77,862, an increase of 11 percent from the 2016 average of $70,256.

The top 25 percent of respondent fundraisers in 2017 earned more than $91,813, and the bottom 25 percent earned $50,000 or less. Both of those figures are increases from 2016.

For the full article, Average Fundraising Salaries Increase, But Most Barely Kept Up With Inflation, click here.

Sources:

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](http://www.afpnet.org). For a list of AFP Membership Benefits, click here.

Questions? Call the AFP Membership Department at (800) 666-3863.

Want to join AFP Greater Detroit? Click here.