



32ND ANNUAL NATIONAL PHILANTHROPY DAY

DISTINGUISHED VOLUNTEER SUBMISSIONS ARE OPEN Make Your Submissions Today!

We invite you to submit your Distinguished Volunteer(s) and support the 2023 National Philanthropy Day!

What is a Distinguished Volunteer?

A Distinguished Volunteer directly contributes to your non-profit organization's success. Someone who inspires you with their passion and motivation for your cause. Perhaps they're a board member, a volunteer, or a special supporter that always goes the extra mile- closing the gap on donations or always willing to do what they can to help out. National Philanthropy Day celebrates them, their commitment to your organization and philanthropy as a whole!

The deadline for submissions is 5:00 pm EST on Monday, October 16.

Questions? Please contact Elsea Burrows at eburrows@afpdet.org.

**Submit Your Distinguished Volunteers
Here!**

Support AFP Greater Detroit's National Philanthropy Day!

We invite you to sponsor the 2023 National Philanthropy Day program. Your generous support helps us honor and celebrate philanthropy throughout the Greater Detroit area.

- [2023 NPD Sponsorship Opportunities](#)
- [2023 NPD Sponsorship Form](#)

Questions about sponsorship opportunities? Please contact National Philanthropy Day Manager, Elsea Burrows (eburrows@afpdet.org), or the National Philanthropy Day Co-Chairs, Gary Dembs (gary.dembs@nppn.co) or Eileen Savage (ESavage@cranbrook.edu).

Join AFP Greater Detroit's IDEA Committee for a Black Philanthropy Month Celebration in August!

August 1st marked the beginning of Black Philanthropy Month, a global celebration of philanthropic giving from and to Black communities. This year's theme is *Love in Action*, centering around the power of philanthropic acts to spread love through investments of time, money, and care.



BPM|2023
BLACK PHILANTHROPY MONTH™

What you can do to celebrate this month:

- Explore the legacy of Black philanthropy in our city. Stop by the exhibit, [Giving Back: The Soul of Philanthropy](#), at the Detroit Historical Society until August 27, 2023.
- Reflect on what Black Philanthropy Month could look like in your own workplace. Is your workplace culture up to par? Are you including BIPOC in your prospecting? Do you acknowledge non-financial philanthropic activities like volunteering as sincerely as monetary giving? Does your work have an equitable impact?
- Listen to the voices of Black fundraisers. Two phenomenal resources include Cause Effective's expansive study, [The Lived Experience of Fundraisers of Color](#), and a hard-hitting anthology compiled by a group of fundraising peers, [Collecting Courage](#).
- Stay tuned throughout August for an announcement about programming at the end of the month jointly produced by AFP-GDC's IDEA and Membership Committees!

For more information about Black Philanthropy Month, please see the official Black Philanthropy Month website and program guide at <https://www.blackphilanthropymonth.com/>.

2024 AFP Global Volunteer Committee Application



The call for 2024 committee sign-up is open!

Sharpen your leadership skills and network with other fundraising professionals by volunteering with AFP Global!

The call for volunteer sign-up is now open! **All applications must be received by October 31, 2023.** Selections for each respective committee are made in December and service starts on January 1st. All applicants will be notified of committee assignment by the end of December. [Click here to complete the online form.](#)

There are several volunteer opportunities available at the global level of AFP. There are many committees, subcommittees, councils, and task forces that are created each year based upon the strategic and business plans identified by AFP leaders and staff. These opportunities range in scope and are focused at the broader international or national level of the organization. Each opportunity is identified, and an expected time commitment is indicated next to the description.

To read the complete article, please visit the AFP Global site [here](#).

Upcoming Programs

Join the AFP Greater Detroit Chapter for these upcoming programs! A large portion of our programs are FREE for members. Click [here](#) for a complete list of upcoming programs.



[Effectively Using Social Media](#)

August 24, 12:00 - 1:00 PM

Thome Rivertown Neighborhood in Detroit and via Zoom

[Impact Investing and the Development Professional: Learning to Ride the Wave](#)

September 8, 12:00 - 1:00 PM
via Zoom

[National Philanthropy Day Dinner](#)

November 8, 5:00 - 9:00 PM
MotorCity Casino Hotel

Volunteers Needed!

The Programs Committee is looking for members! Members of this committee help to create educational programs that the AFP Greater Chapter puts on. Additionally, we are looking for speakers for our programs! If you have a topic you are experienced and passionate about, please contact, Avni Thomas at avni.d.thomas@gmail.com. Thank you!

Please Give Now to the AFP BE the CAUSE Campaign!

We are thrilled to announce the AFP Greater Detroit Chapter Board of Directors has 100% participation in this year's BE the CAUSE campaign!!!!



Now is the time to reach into your pockets and checkbooks and participate in the [BE the CAUSE Campaign!](#)

We're so close to our chapter goal! We exceeded our goal last year—we can do it!

If you are an AFP Greater Detroit Chapter member and haven't already given to the BE the CAUSE Campaign, please consider giving TODAY!

We are more than 300 strong; we can make an impact on these important priorities. You can make a gift online at afpglobal.org/donate - just click the "BE the CAUSE Campaign Gift" link.

When you give to the BE the CAUSE Campaign, benefiting both our chapter and the AFP Foundation for Philanthropy, you are investing in the future of our profession and advancing philanthropy for the greater good.

Your investment in the AFP Foundation for Philanthropy will help support local, national, and international programs, including:

- **Diversity & Inclusion-** A pillar of the AFP Strategic Plan, this includes scholarships for people from diverse communities.
- **Professional Development-** These grants provide fundraisers and nonprofit leaders with education, training, and leadership development opportunities.
- **Research-** To increase knowledge of fundraising, philanthropy, and social innovation.

Please note that you will need to be logged into the AFP website in order to make a gift. You may also contact the AFP Foundation directly to make a gift or for assistance at foundation@afpglobal.org.

Want to know more? Check out the [AFP Greater Detroit Chapter's BE the Cause campaign!](#) Or feel free to email our BE the CAUSE committee chair, Jennifer Dale at jdale@angelahospice.us.

Thank you for all you do in support of your colleagues, your local chapter, and the AFP Foundation!

UNLOCKING THE KEY TO FUNDING SUCCESS: Secrets to Building Lasting Relationships with Grant Funders

by George Q. Jackson, GPC, Associate Director of Grants Management, Michigan Science Center

In the film "The Pursuit of Happyness" (2006), Chris Gardner (Will Smith) strives for a stockbroking internship. In one scene, Chris is given a crucial opportunity to impress the hiring managers during a job interview. Chris is overlooked despite his solid plan, emphasizing the need to establish personal connections alongside a strong proposal.

As a foundation relations manager, I had a similar experience. I prepared a compelling proposal but understood the significance of building a meaningful relationship. I engaged the funder in conversation, learning about their interests and values. I demonstrated my organization's commitment to collaboration and long-term impact.

Can you tell what was different about Chris' approach and my approach? His lack of rapport and personal engagement with the panel is evident, resulting in an unsuccessful pitch. His approach was almost purely transactional. To build strong relationships with grant funders, consider these seven secrets:

[\[Click here for the complete article.\]](#)

Congratulations to the Notable Leaders in Fundraising for 2023!



Congratulations to the AFP Greater Detroit Chapter members who were honored in Crain's Detroit Business's Notable Leaders in Fundraising for 2023! They, along with all the honorees, were selected based on their career accomplishments, track record of success, and contributions to their industry and community. Congratulations to all!

Jane Gilin Alessandrini, Detroit Zoological Society
Heidi Ann Coates, Wayne State University
Margaret Cooney-Casey, Corewell Health Foundation-Southeast Michigan
Jennifer L. Dale, CNM, Angela Hospice
Leslie Lambert, American Red Cross Michigan Region
Dawn Magretta, Schoolcraft College Foundation
Katrina McCree, MA, Neighborhood Service Organization
Paul Miller, Presbyterian Villages of Michigan Foundation
Steve Ragan, College Possible
Casandra Ulbrich, University of Michigan-Dearborn
Mary Jane Vogt, Henry Ford Health

JOB LISTINGS

Job Seekers

Looking for a new opportunity? Click [here](#) to see available positions.

Employers

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 more than 300 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 Michele Hines at mihines@umich.edu.

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.afpglobal.org/join. For a list of AFP Membership Benefits, click [here](#). The AFP GDC offers a Membership Scholarship and applications are now being accepted. Click [here](#) to learn more and submit your

application.

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

KEEP IN TOUCH! FOLLOW US ON SOCIAL MEDIA!

Join AFP GDC's social media communities and stay up to date on our latest programs, membership benefits, and other news!



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on Facebook.



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on Twitter.



Click here to join our
group on LinkedIn.

The AFP Greater Detroit Chapter is honored to have received the following designations from AFP Global:

