



Thursday Thoughts

Major Gift Conversations - Are You Asking The Right Questions?



While there isn't a magic word or phrase that allows us to learn everything about our major donors, there is a way of conversing with donors that can have magical results! Check out this new [blog post](#) by Dr. Kathryn Gamble and Fired Up Fundraising to learn more, and rethink how you are talking with your donors.

Job Postings

Colorado Springs Youth Symphony Association - [Development Director](#)
Denver Public Schools Foundation - [VP of Development](#)
Friendship Bridge - [Major Gift Officer](#)
Global Hope Network International - [Marketing Coordinator](#)
National Jewish Hospital - [Administrative Professional II](#)
National Jewish Hospital - [Associate Director, National and Corporate Foundation Relations](#)

[See all job postings >>](#)

Be A Mentor!

Mentors are needed for the 2020 AFP Mentorship Program! Mentoring is a rewarding and meaningful learning opportunity, and a great way to share what you've learned in your career

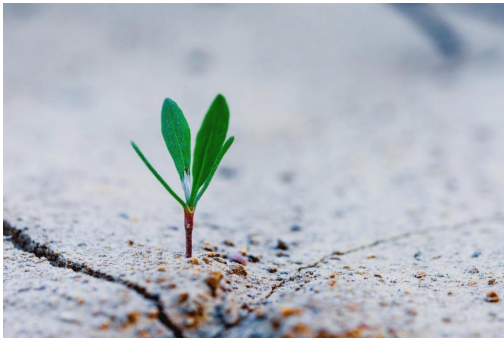
with others! Past mentor Kathie Kramer Ryan shares:

"What a pleasure it was mentoring in the AFP Colorado mentor program. My "mentee" had a positive attitude, asked great questions, and was willing to jump in and try new things. It was rewarding to be a part of their successes, plus I learned a lot, too! In the process of coaching, I improved my abilities to organize information and explain it clearly. Logistically, AFP did a good job of organizing and supporting the mentors."



Join the 2020 Mentorship Program by filling out a [mentor application](#) by February 26th!

Fostering a Growth Mindset - an AFP Webinar!



You've worked with teams that really clicked, and teams that didn't. What made the difference? One factor may have been the mindsets of the people involved. Those with a growth mindset believe that talents can be developed through hard work, good strategies and an input from others. Those with fixed mindsets believe their talents cannot be changed.

Join **Alice Ferris, MBA, CFRE, ACFRE** and presenter at last year's RMPI, to dive into the research behind the psychology of success and how to foster a growth mindset for your teams!

Wednesday, February 19th - 11:00 am

[Register here](#)

**Thursday, March 12th
8:00 am - 10:00 am**

**Building Relationships with
Foundations**

Presenter:

Carla Godec, The Anschutz Foundation

Anyone with fundraising duties in their job description is welcome to attend. Coffee Chats are free to everyone and there is no need to register.



Fluid Coffee Bar

[501 East 19th Avenue, Denver](#)

[Learn More >>](#)

Sponsored by



Welcome to our newest members (and some old friends that have come back)!

*Karen Aalund ~ Leslie Allen ~ Carolyn Booth
Rebecca Cover ~ Sarah Hornbuckle ~ Cassi Hoven
Tami Lack ~ Austin Leffel ~ Robin E Murphy
Katherine Reddington ~ Debra Scarpella ~ Julie Scott
Ellen Spangler ~ Gwendolyn Thompson ~ Robin Wood-Mason*

Upcoming AFP Events

February 26th

Application Deadline for the Mentorship Program - Applications are being accepted now!

[Applications Available Here!](#)

March 6th 9:00 am - 10:30 am

AFP Chapter Education Breakfast:
"One Size Doesn't Fit All in Fundraising" with
Lynnette Adams
At the Anchor Center
[Register](#)



March 13th

AFP Coffee Chat: Building Relationships with
Foundations
[Learn More](#)

<p>Raise MORE Money. Do MORE Good.</p>	<p>Register NOW for Marcy Heim's MORE Major Gifts Workshop! Feb 26-28, Arvada, CO, Limit 20 attendees for personalized help. "Confidence and tools to ASK for the Major Gifts you need!" Early Bird price of \$397 until Feb 13th. Special guest instructor: Jean Finegan 15 CFRE CREDITS! And Marcy's Book Included! http://marcyheim.com/speaking-and-training/moremajorgifts for all details. Marcy at marcy@marcyheim.com or 608-772-6777 for info.</p>
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