Building a High Revenue Major Gift Program: The 5 Major Hurdles that are Holding You Back and How to Overcome Them.

Major Gifts are the holy grail for many nonprofits - but actually creating and implementing a solid, systematized major gift fundraising can be a challenge. You'll discover the 5 major hurdles that stand between you and major gift success.

- What attitudes get in your way and how to overcome them
- Why changing the conversation from "fundraising" to "philanthropy" will help get the whole organization on board the major gifts train
- How to make major gifts a priority when you are swamped with too many things to do
- Easy and fun ways to engage board members in the major gift fundraising process
- How your timing with major donors can ruin everything
- The two major systems you've got to have if you want to be successful

This webinar’s host is Gail Perry CFRE. She is a fundraising coach, author, trainer, and public speaker. Gail’s mission is to give nonprofit leaders new skills, know-how, inspiration and energy so they can change the world. Her Fired-Up Fundraising site is a go-to resource for fundraisers who want to learn the latest strategies, and rev up their boards. Gail’s book Fired-Up Fundraising: Turn Board Passion into Action is called the “gold standard guide to building successful fundraising boards.”

The April meeting will be held on Wednesday, April 12th from 12:00 pm—1:00 pm at the Clock Tower Place, 201 Clock Tower Drive in East Peoria’s Levee District. Lunch will be Moe’s Southwest Grill.

The cost is $15 for AFP members and $25 for guests.
⇒ Supercharge your professional development with over 100 education sessions over 3 days to choose from, covering all aspects of professional fundraising and nonprofit management
⇒ Get inspired by two riveting keynote presentations
⇒ Reconnect with friends and expand your network of fundraisers and industry vendors with unparalleled networking opportunities
⇒ AFP’s After-Dark Party
⇒ For more information: http://afpfc.com/

April 30 - May 2, 2017 | Moscone Center West, San Francisco, Ca.

Scholarship Opportunities

AFP Scholarship for International Conference
Up to three scholarships will be awarded each calendar year for the following spring’s AFP International Conference on Fundraising. The upcoming conference will be held in San Francisco from April 30-May 2!
**Deadline:** September 30

AFP Membership Scholarships
Up to four membership scholarships will be awarded each calendar year.
**Deadline:** April 15, October 15

Certified Fundraising Executive (CFRE) Scholarship
Up to two scholarships of $500 each will be awarded each calendar year.
**Deadline:** On-going, reviewed monthly

For more information, please visit www.afpcentralillinois.org or contact Robin Ballard at 309-645-2300
Member Moment: Benefit

Did you know that AFP members receive the AFP Compensation and Benefits Report free? The report priced at $79 for nonmembers contains full data tables for salaries and benefits across all job positions and factors. It also contains data about how fundraisers view their jobs and the profession. Members can download the free report by visiting the AFP Bookstore at http://afpbookstore.org/.

CFRE Review Course Scheduled for March 30 & 31

Registration/Cancellation Deadline for AFPNEO’s CFRE Review Course: March 23, 4:00 pm

You may not realize what a rare opportunity it is to have a professionally-hosted CFRE Review Course right in your backyard! We’re hearing from members who have traveled as far as California to take the course and are amazed it’s being offered in Akron. Registrants already include individuals from Kentucky and Arizona! The CFRE Review Course will be taught by two of Ohio’s distinguished ACFRE credentialed instructors:

- Ken Frisch, ACFRE - Senior Philanthropic Services, Officer Toledo Community Foundation, Inc.
- Vern Snyder, ACFRE - Vice President for Institutional Advancement, The University of Toledo Foundation (retired)

Even if you’re not ready to take the test right away, this course will provide you with all the information you need, as well as a study guide for each participant to take home. Don’t miss out on this opportunity!

AFP developed this CFRE Review Course to help you prepare for the exam. It is a two-day, intensive program the purpose of which is to provide an overview of skills techniques, and program components base on fundraising experience at the five-year level. More detailed information is available on the AFPI website. AFPNEO is sponsoring the CFRE review course on March 30 & 31, at the Akron Community Foundation (345 West Cedar St., Akron, OH 44307). Sessions will start promptly at 8:00 am and end at 5:00 pm. Cost is $390 for members and $490 for non-yet-members and includes all course information, review manual (yours to keep), and lunch. This is the ONLY review course scheduled in the Midwest until June.

If you have questions about the course, contact Danielle Hupp at drhupp@kent.edu.

Click here for more info
Building a High Revenue Major Gift Program: The 5 Major Hurdles that are Holding You Back and How to Overcome Them.

Reservation Form
Wednesday, April 12th at Clock Tower Place, Fondulac Bank-Levee District, 201 lock Tower Drive in East Peoria, IL

Registration at 11:30 AM, Lunch at 11:45 AM and the Webinar from 12:00 pm—1:00 pm

Name:
Organization:
Address:
City/State/Zip:
Phone:
E-mail:

$15 per AFP member, $25 per guest
Amount enclosed:____________

To make your reservations for the meeting, please send an e-mail to info@afpcentralillinois.org.

Please send this form with a check marked “April 2017” payable to AFP Central Illinois Chapter to Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601
Reservations are due by April 7th.
Executive Director
Job Description and Application Information

Overview
The board of directors of Illinois CASA seeks a dynamic person to lead the statewide organization that supports existing local CASA organizations and works to expand CASA services to children in areas of the state that are presently unserved. This is a full-time position hired by, and directly accountable to, the Board of Directors through its elected Board President.

General Responsibilities
From a new headquarters facility soon-to-be-established in or near Bloomington-Normal, the Executive Director is responsible for the overall administration, supervision and management of Illinois CASA, and will serve as the public face of the organization. The Executive Director is also responsible for developing and carrying out a comprehensive program of service to local Illinois programs, and a plan for expanding CASA’s reach into unserved areas of the state. Specific areas of responsibility include board relations and development, local program support, community engagement and communications, fund development, public policy and legislative advocacy, and general management – from financial to personnel.

The Executive Director’s Duties Include:

Board Relations and Development
- Take an active leadership role in developing and strengthening the Association’s Board of Directors, Board Committees, and Executive Committee
- Plan new board member orientation and other training programs in coordination with the Board Development Work Group, and conduct all or portions thereof when appropriate
- Participate in new board member recruitment as a resource for the Board Development Work Group
- Monitor and interpret trends in the child abuse and neglect field both locally and nationally, and keep board members informed about them
- Participate as a resource in Board Work Groups as required and attend all meetings of the Board of Directors
- Draft policy material for presentation to the appropriate Board Work Group and/or the Board of Directors regarding: finances, facility matters, personnel, public relations, service to local CASA agencies, and/or other areas
- Assist the Executive Committee in planning agendas and producing material for board meetings

Application Process
Email the following to jobs@illinoiscasa.org
- Letter of application
- Resume
- A minimum of 3 references including name, address, e-mail address, and phone number
To have complete consideration, applications should be received by March 20, 2017.
DONOR RELATIONS & EVENT MANAGER

(Part-time)

Responsibilities include developing, implementing and managing fundraising programs, with an emphasis on special events and donor recognition activities. Experience working with a computer-based donor management program is desired.

The ideal candidate will possess an Associate's Degree in communications, marketing, business administration or equivalent, and have a minimum of two years fundraising experience in a nonprofit setting. Excellent communication skills are required.

Send resume and references to:
Laura Blackaby, Executive Director
Family House
1339 E. Nebraska Ave, Peoria, IL 61603
or email lblackaby@familyhousepeoria.org
Director (or Sr. Director) of Development, College of Education

Position: Director/Sr. Director of Development, College of Education

As the oldest college at Illinois State University, the College of Education (the college) is poised to build upon a long history of academic excellence and research. Illinois State University is among the largest teacher preparation institutions in the nation and ranks among the top 20 nationally for alumni who are National Board Certified Teachers. The university prepares more teachers and administrators than any other university in the state of Illinois. It provides a unique opportunity for teacher preparation through its diverse laboratory schools.

The position of Director of Development (or Sr. Director of Development, depending on the qualifications and experience of the holder of the position) will play a key role in advancing the college, and Illinois State University, to achieve even greater success in the future. This position offers a talented and motivated development professional with an opportunity to join an accomplished and collaborative University Advancement team and to be part of a vibrant and diverse college and an outstanding educational institution that is ranked among the nation’s top public universities and is recognized as one of the best universities to work for.

The Director (or Sr. Director) of Development will be responsible for major gift fundraising activities including identification, cultivation, solicitation, and stewarding of major gift prospects. He/she will work within the Division of University Advancement and will be an important partner with the dean of the college and other administrative leaders and faculty in advancing the college’s and university’s strategic fundraising priorities. He/she will be part of Illinois State University’s most ambitious comprehensive campaign and will play a prominent role in leading the college’s campaign efforts. The Director (or Sr. Director) of Development will supervise another development professional working on behalf of the college and the laboratory schools. The position is full-time and requires a Bachelor’s degree and at least 3 years of experience in development/fundraising or equivalent work experience that demonstrates the capacity for success in major gift fundraising. Experience in supervising the work of other development officers is preferred. Please apply online at

www.jobs.ilstu.edu/applicants/Central?quickFind=71846