Central Illinois AFP is proud to present an all day training by Lynne Wester, the Donor Relations Guru!

Wednesday, June 13, 2018
Full Day 9:30a.m.—3:30p.m. (lunch is included) 4 CFRE Credits

Lynne and her teammates at the Donor Relations Guru Group partner with nonprofits large and small on a variety of initiatives from developing sound strategy and vision to utilizing technology and creating meaningful donor engagement - all designed to positively affect the fundraising bottom line. Her guidance has led her clients to be recognized on the national stage for fundraising innovation, creative communication, and groundbreaking donor relations work.

The DRG website in a unique industry tool filled with resources, samples and thought leadership on donor relations and fundraising. Lynne is regularly featured in publications such as the Washington Post, Chronicle of Philanthropy, and CASE Currents and has authored three books of her own on a myriad of industry topics.

Lynne received her B.A. from the University of South Carolina, holds a Masters in Strategic Fundraising and Philanthropy from BayPath University, and proudly sports a DUCKtoration from the Disney Institute.

This program is specifically designed for All Fundraising Professionals, in this session you will learn:

The Four Pillars of Donor Relations
This interactive session will help you fill in any holes you might have in your donor relations program, and give you some ideas on how to enhance what you already have.

Meaningful Purpose Driven Events
Whether part of a large organization or a member of a small team, you’ll gain valuable insight from this hands-on learning experience as we examine the changing landscape of our attendees’ needs and discuss how to design memorable event experiences for them that communicate the mission of your organization and more!

Wednesday, June 13, 2018
Illinois Central College, East Peoria, IL
Academic Building Room 212C
$90 for Members/ $140 for Guests
9:00a.m.- Registration Program 9:30 a.m. - 3:30 pm

This educational opportunity made possible by support from the 2017 Be the Cause Campaign
RESERVATION FORM

Name: __________________________

Organization: ________________________________

Address: ________________________________ City/State/_______________

Zip: ________________________________

Phone: ________________________________

E-mail: ________________________________

$90 per AFP member / $140 per guest

Amount enclosed: __________

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

Please send this form with a check marked “June 2018” payable to AFP Central Illinois Chapter to: Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601

Reservations are due by June 6th.

No reservations will be taken after noon, Wednesday, June 6th

Any cancellations received after this date will be charged the full amount.

This program qualifies for 4 CFRE credits

*AFP Members can bring a board member for the member price
Development Director  
Peoria, Full-Time  
Reports to: Director of Annual Giving

The Boy Scouts of America is one of the nation’s largest and most prominent values-based youth development organizations, providing programs for young people that build character, trains them in the responsibilities of participating citizenship, and develops personal fitness. For 108 years, Boy Scouts of America has helped build future leaders by combining educational activities and lifelong values with fun.

**Responsibilities**  
- Working with the Development Team, develop and support donor cultivation efforts including:
  - Campaign and event materials
  - Thank you and clean up processes
  - Personal prospect visits
  - Campaign and donor communications

- Achieve yearly campaign results, work with the Director of Annual Giving and top community volunteers through the following campaigns:
  - Peoria Community Friends of Scouting
  - Princeton Founders Patrol
  - Pekin Founders Patrol
  - LaSalle-Peru Founders Patrol
  - Lincoln Founders Patrol
  - Assist with: Peoria Golf Classic; Whitney M. Young; Distinguished Citizen Award

- Work to implement processes to renewal historical donors to the council, including letters, phone calls, emails and personal visits.

**Qualifications**  
- Bachelor’s Degree from an accredited four-year college or university. Preferred degree in Public Relations, Communications or Marketing.
- Minimum 2 year experience in fundraising or related experience.

**To Apply**  
Email cover letter and resume to Danielle Easton, Director of Annual Giving, at danielle.easton@scouting.org. **Deadline to apply is Monday, April 30.**
Executive Director – South Central Illinois

As one of the nation’s premier humanitarian organizations, the American Red Cross is dedicated to helping people in need throughout the United States and, in association with other Red Cross networks, throughout the world. We depend on the many generous contributions of time, blood, and money from the American public to support our lifesaving services and programs. If you share our passion for helping people, join us in this excellent career opportunity.

We are currently seeking a professional, innovative and enthusiastic Executive Director for our South Central Illinois chapter. There is flexibility for the successful candidate to be based out of Springfield or Decatur, IL.

This highly visible role leads and directs volunteers and employees in the South Central Illinois Chapter to ensure the American Red Cross goals and mission are achieved. Reporting to the Regional Executive, you will promote an inclusive, team-based culture centered on leading and empowering volunteers. As the face of the Red Cross, this role also cultivates and manages select donors. In addition to enhancing community presence through key media and community partner relationships, you will steward the local board of directors. The population served in the assigned Chapter will be at or over 1M.

**Responsibilities:**

Recruit and develop local volunteer leaders to achieve mission metrics and support responsibilities in home market and district.
- In support of fundraising, manage local United Way relationships, local major donors, and board of directors’ contributions.
- Work with board to nurture individual, corporate, and foundation donors.
- Build community presence in home market through relationship with media, elected officials, and key governmental partners.
- Develop relationships with community stakeholders. Focus especially on those that bridge volunteer partners such as faith-based, college/university, NGO/NPO, and community organizations.
- Recruit and steward local board of directors for 100% participation. Manage annual board campaign and efforts of other related community boards.

**Qualifications**

**Education:** Four year college degree (BS/BA) in Business, Communications, Marketing, Public Relations, Finance or non-profit administration or equivalent experience required. Prefer Master’s degree in the field of community organization, public or business administration or non-profit management.

**Experience:** Minimum of 7 years related experience. Demonstrated ability to exercise good and timely judgment in complex situations. Demonstrated ability for strong communications and influencing skills along with public speaking and writing. Demonstrated ability to develop and implement fundraising strategies. Demonstrated ability to build sustain community relationships/partnerships. Proven experience in influencing others and building relationships.

**Management Experience:** Minimum 5 years related management/ supervisory experience.

**Other:** Proficient with MS Office software, including Word, Excel, PowerPoint and Outlook. Familiarity with federal state and local employment laws.

**Travel:** May involve travel.

The American Red Cross is a nonprofit organization that offers employees growth and development; team spirit; a competitive salary; and a comprehensive benefits package. If this sounds like the kind of opportunity that you’ve been waiting for, please visit our website and apply at: [https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Springfield-IL/Executive-Director---Springfield--IL_RC12736-1](https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Springfield-IL/Executive-Director---Springfield--IL_RC12736-1)

The American Red Cross is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law.
Title: Chief Development Officer

Reports to: Executive Director, Quest Charter Academy

Primary Role and Purpose: This position is responsible for the overall fund development program for Quest to include but not limited to direct mail, individual and corporate solicitations, special events, and grant writing. This position provides support to the Development and Communications Committee. This person is part of the administrative team for the schools.

Essential Duties & Responsibilities:
- Develop and execute the annual fund development plan with financial goals for all components.
- Prepare evaluations of fundraising potential by identifying prospects with the capacity and interest in supporting Quest.
- Build and maintain long term fund development relationships with key donors and prospects, identifying major gift opportunities.
- Organize and implement individual donor solicitations, to include Board, staff, existing donors, prospective donors, etc.
- Develop and execute a capital development plan, if needed and approved by the Board
- Manage the grant process to include researching grant opportunities, writing or coordinating the writing of all grant applications, and working with staff to ensure compliance with grant requirements and reporting.

Secondary Duties & Responsibilities:
- Assist the Executive Director with arrangements and publicity, when appropriate, for school visits by prominent individuals, business leaders, elected officials, and donors.
- In collaboration with the Business office, develop and maintain donor database, gift processing and donor stewardship activities in a timely manner that supports the growth of the schools.
- In collaboration with the Business office, produce monthly reports for the Development and Communications Committee.
- Create content and oversee production of all major communication tools such as the annual report, website, social media and other public relations. Develop press releases and build relationships with media representatives to produce stories on school-related accomplishments and innovations

Minimum Qualifications:
Knowledge of fund development process and procedures
Track record of successful fund development for nonprofit organizations
Background in grant writing
Strong written and verbal skills
Experience with developing and maintaining productive working relationships with key stakeholders
Ability to work independently as needed
Leadership track record
Ability to work productively in team environment

Desirable Qualifications:
College Degree
Quest Peoria Charter School Academy
2503 North University
Peoria, IL 61604
309-402-0030