Why Today’s Tactics Won’t Work With Tomorrow Donors
Wednesday, March 14, 2018

Join us at the March AFP meeting at EP!C in Peoria, IL for a webinar on “Why Today’s Tactics Won’t Work With Tomorrow Donors.” In this webinar by Laura MacDonald, President of the Benefactor Group, she will drill into charitable data such as the Giving USA numbers and other recent research to better understand the trends effecting donors and fundraisers. And we’ll see how those trends will demand new tactics if fundraisers are to connect with donors in the future and secure funding to propel their organization’s mission.

During this webinar, we will have a better understanding of the factors that shape giving: demographic, economic, and socio-political. Also, learn how to adapt fundraising practices as donors’ behavior changes and participate in the movement that is attempting to elevate charitable giving above 2.1% of GDP.

Laura MacDonald is President of Benefactor Group and a CFRE with more than 25 year’s experience in nonprofit leadership, fundraising, and philanthropy. In 1999, she established a consulting firm to serve the needs of those who serve the common good: nonprofit institutions, donors and civic leaders. She is a frequent speaker at local, regional, and national conferences.

Wednesday, March 14, 2018
EP!C
1913 Townline Rd, Peoria, IL 61615
$15 for Members/ $25 for Guests
11:30- Registration and Lunch/ Noon- 1:00 pm- Program
1 CFRE Credit
Scholarship Opportunities

**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](http://www.afpcentralillinois.org) or contact Robin Ballard at 309-645-2300 or [rltb26@gmail.com](mailto:rltb26@gmail.com).

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**RESERVATIONS**

**RESERVATION FORM**

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 e-mail [info@afpcentralillinois.org](mailto:info@afpcentralillinois.org).

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

**Reservations are due by March 12.**
Vice President for Advancement Rockford University (www.Rockford.edu) is accepting nominations and applications for the position of Vice President for Advancement. Reporting to the President, the Vice President oversees, guides, and monitors work of all the following positions and initiatives including direct oversight, at present, of the Director of Communications, the Director of Marketing, and the Assistant Vice President for Institutional Advancement; is a member of the President’s Executive Council; and is responsible for Alumni Relations, Development, Communications (Internal and External; Print and Web), Government Relations and Community Relations. Responsibilities (including, but not limited to): • Lead a team of advancement professionals, graduate assistants, undergraduate-student-support-staff, and volunteers in the ongoing development and implementation of a comprehensive and evolving plan that advances the university through marketing, communications, development, alumni programming, scheduling services and print/mail services. • Working with direct and indirect reports to ensure implementation of the division’s annual plans. • Monitor benchmarks for performance measured against the annual and strategic plans. • Administrative duties at Executive Council and with the Board of Trustees. • Serve as direct liaison to the President for his/her work in Development and Alumni. • Maintain a personal portfolio of prospects for cultivation, solicitation and stewardship. • Direct activities as they relate to special project fundraising, particularly capital campaign initiatives. • Other duties as assigned or absorbed. Qualifications: • Experience in fundraising, particularly in seeking major gifts and the planning essential to undertake a strong annual fund, and when appropriate a capital campaign. • Knowledge of planned giving instruments, estate planning concepts, legal documents and tax law and its implications in the philanthropic process is preferred. • Established record of effective public speaking and interpersonal and written communication skills is essential. • Ability to initiate and build relationships with prospective corporate and foundation donors, and interact via telephone and in person with institutional representatives. • Demonstrated record of success in generating significant commitments from corporations, foundations. • Organization, prioritization, judgment and problem-solving skills essential. • Excellent interpersonal skills with various parties, including faculty, staff, students, vendors, Board of Trustees, and executives. Must also have strong networking skills. • Strong leadership and time management skills. • Knowledge of higher education. • Employee development and performance management skills. • High energy self starter; must be able to take initiative with minimal guidance and be comfortable working both as an individual and as part of a team. • The Vice President has demonstrated knowledge, skills and abilities in working with faculty, staff and students with diverse backgrounds including academic, socioeconomic, cultural, sexual orientation, and disabilities. Education/Experience: • An undergraduate degree in a related discipline along with appropriate experience, or preferably an advanced degree. • Broad management experience (minimum of ten years) in this or related fields, including an understanding and appreciation of the impact of a University to a community. About Rockford University: Rockford University is a co-educational four-year private institution located in Rockford, Illinois. Chartered in 1847 as Rockford Female Seminary, the institution became Rockford College in 1892 and became fully co-educational in 1958. On July 1, 2013 the college transitioned to Rockford University. Rockford University is home to one of only 11 Phi Beta Kappa (PBK) chapters in Illinois, the most prestigious honor society in the United States. Named by The Princeton Review as a Best Midwestern College and one of only 81 colleges in the nation as a "Collegiate with a Conscience," the University currently serves approximately 1,300 full-and part-time students. The University is pleased to continue to grow its enrollment. Best known of the university's graduates is Jane Addams (1881), founder of Chicago's Hull-House and recipient of the Nobel Peace Prize (1931). The University educates men and women to lead responsible lives by means of a curriculum grounded in liberal arts learning and complemented and extended by professional and practical experience. Through the total academic and co-curricular experience, Rockford University strives to prepare students for fulfilling lives, careers, and participation in a modern and changing global society. The University has approximately 80 majors, minors and concentrations, including the adult accelerated degree completion program for a B.S. in Management Studies. At the graduate level, degrees are extended to include the Master of Business Administration (MBA), Master of Arts in Teaching (MAT), and Master of Education (MEd). Rockford is conveniently located in northern Illinois just 90 miles from Milwaukee, Wisconsin, and Chicago. Situated on a scenic riverfront, the City of Rockford is home to 150,000 people who enjoy a small-town atmosphere with the benefits of being part of a larger metropolitan population of 300,000. Rockford University is being assisted by the partners of Hyatt - Fennell. Nominations and application materials should be submitted via email to Rockford@hyatt-fennell.com. Applications include a letter of interest, a current résumé/cv, and contact information for five professional references and should be submitted in separate documents.

Applications will be reviewed as they are received and should be submitted prior to FEBRUARY 26, 2018 to receive full consideration. All applications and nominations will be considered highly confidential. For more information contact: Cheryl Hyatt - 724-242-0476 Rockford@hyatt-fennell.com www.HYATT-FENNELL.com R
Associate Development Officer Monmouth College

Monmouth College, a residential liberal arts college located in western Illinois, seeks immediate applications for an energetic, experienced and highly motivated professional to serve as an associate development officer based in Monmouth, Illinois. The Associate Development Officer will primarily focus on identifying, cultivating, soliciting and stewarding gifts of $10,000 and above from alumni, parents, and friends of Monmouth College as well as perform various and numerous related duties. To review full description of duties and responsibilities, including qualifications and skills, please visit: https://www.monmouthcollege.edu/_resources/pdf/about/employment/DEV-AssociateDevelopment-Officer.pdf

Director of Corporate and Foundation Philanthropy

Located in the welcoming community of Monmouth, Illinois, the college is a member of the prestigious Associated Colleges of the Midwest. Following the adoption and implementation of a groundbreaking interdisciplinary general education curriculum and the continuation of a bold strategic plan titled “Think Anew, Act Anew,” the college is now prepared to move confidently forward as an innovator among liberal arts colleges. Monmouth is again in the top tier of U.S. News & World Report’s Best Colleges for National Liberal Arts Colleges, is ranked 70th out of 240 schools in the “National Universities – Liberal Arts” category by Washington Monthly, and was recognized in the top 5% of U.S. Colleges by College Factual for colleges that provide value for students. The College’s mission statement can be found here: https://ou.monmouthcollege.edu/about/mission-statement.aspx To review full description of duties and responsibilities, including qualifications and skills, please visit: https://ou.monmouthcollege.edu/_resources/pdf/about/employment/AADirector-of-Corporate-and-Foundation-Philanthropy.pdf

Competitive salary and liberal benefit package including health and retirement plans and tuition benefits for eligible dependents. Review of application materials will begin February 15, 2018 and continue until the position is filled.

Send letter of application, resume and references to Michael McNall, Director of Personnel, Monmouth College, 700 East Broadway, Monmouth, IL, 61462, E-mail address: mike@monmouthcollege.edu Monmouth College EOE/Nondiscrimination Statement
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

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