Board Development  
Not Everyone Wants to be on the A-Team  

Wednesday, April 10th - ICC CougarPlex, One College Drive, East Peoria*  

Registration & lunch begins at 11:15 am. Program will begin promptly at 12:00 pm.  

This session will explore:  
- What it means to be a Triple A Board, where every member is motivated to be an Ambassador, Advocate, and/or Asker  
- How to incorporate Triple A concepts into your board member agreement, board orientation, and board assessments and evaluations  
- How to build a culture of excellence  
- How to effectively build relationships that encourage board members to use their strengths to move the mission of your organization forward  

About the Presenter:  
Laura Blackaby joined Family House, a 20-room healthcare hospitality house, as their Executive Director on April 4, 2016. She has spent her 28-year career in not-for-profit leadership and fundraising with youth-serving and healthcare-related organizations. Before entering the not-for-profit sector, Laura served as marketing director for a local business college.  

Laura holds a Bachelor of Arts Degree in Communication from the University of Illinois at Springfield, graduating Cum Laude. She currently serves as secretary for the National Organization of Volunteer Administrators (NOVA) and is a member of I’ve Decided, the Human Services Collaborative, and the Heart of Illinois Hospitality Association. Laura is actively involved with the Healthcare Hospitality Network, a national network of hospitality houses, focused on serving those who have a loved one receiving medical care and healthcare services.  

Laura served five seasons as a Special Olympics Track & Field Coach through the Pekin Park District’s Illinois River Valley Special Recreation Association. Laura and husband Larry enjoy hiking and exploring areas off the beaten path. She has a daughter Jessica, and son Tyler who is married to Kassie.  

* ICC CougarPlex Directions: Once you enter the ICC campus, follow the signs to the CougarPlex. There is plenty of free parking available in the lot in front of the building.  

$15 for Members/ $25 for Guests  
RSVP to info@afpcentralillinois.org • Click here to RSVP & pay online
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.

Please send this form with a check marked "April 2019" payable to AFP Central Illinois Chapter
to: Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601
Reservations are due by April 5th

No reservations will be taken after 5:00pm, April 5th.
Any cancellations received after this date will be charged the full amount.

If you prefer online registration and payment please go to our website to complete your transaction.

Click here to register online.
Central Illinois AFP Presents Carol Weisman
Wednesday, June 12, 2019
Par-a-Dice Hotel, 21 Blackjack Blvd East Peoria, IL 61611

Morning Session: Recruiting a Fundraising Board
8:30 / Registration and Breakfast 9:00 - 1:00 / Program & Lunch

No one says, "I would love to fundraiser. I think I'll join a nonprofit board." As Shakespeare once said, "Some are born to fundrais, some achieve fundraising success and some have fundraising thrust upon them" (at least we think it was Shakespeare). By the end of this workshop, you will learn:

- How to ensure that board members understand their fundraising responsibilities BEFORE they walk into the board room.
- How to develop a fundraising menu of opportunities.
- How to develop a board orientation that is so terrific your members will want to bring their friends and relatives.
- You will learn how to create a "mission moment".
- How to reinforce the behavior you need while discouraging the inappropriate behaviors.
- How to make fundraising training a part of your board education.

Afternoon Session: How to Ask for a Planned or Major Gift
11:45 / Registration 12:00 - 4:00 / Program & Lunch

Many experienced and effective board members and chief executives are intimidated when it comes to asking for money. Staff can also experience real anxiety despite years of experience. What can be done? For starters, we can stop rehearsing what we want to say to major donors and concentrate on what we want to learn about major donor fundraising. This highly interactive session will cover:

- The difference between a planned or legacy gift and a major gift
- Questions to ask yourself before calling to make an appointment
- Questions to ask when you make the appointment
- Answers you need to have before the meeting
- The format of a major donor meeting.

RESERVATION FORM

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Address: _________________________ City/State/Zip: ___________________________
Phone: __________________________ E-mail: ________________________

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Registration Deadline: June 7
To Register Online:
http://afpcentralil.org
To Register by Mail:
Please e-mail info@afpcentralilinois.org and send this form with a check marked “June 2019” to AFP Central Illinois Chapter, P.O. Box 5323, Peoria, IL 61601
Central Illinois AFP Presents
Jay Love
Wednesday, August 14, 2019
Registration and Breakfast: 8:30am
Program: 9:00am - Noon
Eastland Suites Hotel & Conference Center
1801 Eastland Drive | Bloomington, IL 61704

$25 AFP Members | $40 Guests

Maximizing the Lifetime Value of Your Donors for Fundraising Success

Within your donor database lies untold lifetime value. Unfortunately, many nonprofits fail to properly nurture and steward their donors, and are content with high acquisition and high churn. Why let this enormous asset go underutilized?

In this session, we will cover the tenets of effective database management, no matter what program or vendor you use. We will show examples of best practices in data management, communication segmenting, engagement tracking and reporting in order to help your team work smarter, not harder.

The Art & Science of Effective Gift Acknowledgements

We all know that thanking donors is important, but how and when should we be thanking donors? How do different approaches to acknowledgements make people feel, and how does that impact future engagement?

In this session, we’ll explore the latest research into donor behavior and effective gift acknowledgements, with special attention given to the recent groundbreaking findings of Jen Shang and Adrian Sergeant. You’ll come away with practical takeaways to help you craft thank yous that are both impactful and memorable.

About Jay Love

Jay B. Love is a Co-Founder and current Chief Relationship Officer at Bloomerang. He has served this sector for 33 years and is considered the most well-known senior statesman whose advice is sought constantly. Prior to Bloomerang, he was the CEO and Co-Founder of eTapestry for 11 years, which at the time was the leading SaaS technology company serving the charity sector. Jay and his team grew the company to more than 10,000 nonprofit clients, charting a decade of record growth. Prior to starting eTapestry, Jay served 14 years as President and CEO of Master Software Corporation. MSC provided a widely used family of database products for the non-profit sector called Fund-Master.

He is a graduate of Butler University with a B.S. in Business Administration. Over the years, he has given more than 2,500 speeches around the world for the charity sector and is often the voice of new technology for fundraisers.

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$25 AFP Members | $40 Guests Amount enclosed: ___________

To Register by Mail:
Please e-mail info@afpcentralillinois.org and send this form with a check marked “August 2019” to AFP Central Illinois Chapter, P.O. Box 5323, Peoria, IL 61601
To Register Online: http://afpcentralill.org Reservations are due by August 7
JOB OPPORTUNITIES:

Post an opening:
Job openings are posted at no cost to AFP members and their non-profit organizations. The cost of a job posting for non-members is $50.

Postings will remain on the website for two consecutive months, unless you tell us otherwise. Job postings will be included in the subsequent PhilanTopics newsletter.

Current Opportunities:

BRADLEY University

Advancement - Director of Constituent Relations
The Bradley University, Division of Advancement seeks an energetic, highly motivated, donor focused fundraising professional to join the advancement operation.

This position reports to the Associate Vice President for Advancement. The Director of Constituent Relations will be a valuable member of the Advancement team working to manage, coordinate, and support efforts in the areas of donor relations, corporate and foundation fundraising, and the Bradley annual fund.

Key focus will be placed on the management of various donor acknowledgment efforts and initiatives, expressing the university’s gratitude for donor’s generosity. This includes oversight of major donor recognition events, the acknowledgment letters for several college wide programs, handling donor inquiries and providing solutions to answers, promoting and recognizing annual leadership donors, and supporting the development officers with projects that enhance the donor’s overall impression of Bradley University.

This position will also coordinate funding efforts in support of strategic University initiatives from foundations and corporations. Expectations are to work closely with the University major gift officers for outreach, along with conducting independent visits, split between Corporate/Foundations and individuals.

Click here for additional information.
JOB OPPORTUNITIES:

Development Specialist - Fitness

Responsible for generating revenue by managing, recruiting, and expanding volunteer, donor and sponsorship efforts throughout the region. Maximizes funds raised for ALSAC, while increasing the support for and awareness of St. Jude Children's Research Hospital. Conducts high-revenue special events and implements core programs for general and multicultural markets throughout the region, works with and manages the coordinators, committees and partners of these events to maximize revenue and grow events.

Requires knowledge of fundraising and public relations; very strong communication, organizational, interpersonal skills and public speaking skills; face to face interaction with event volunteers/sponsors; understand difficult verbal or written instructions; understand data processing applications; knowledge ordinarily acquired through Bachelor's Degree; 3 years fundraising, sales, marketing and/or related experience preferred.

Click here for additional information.

Development Officer

The Development Officer is responsible for the identification, cultivation, solicitation and stewardship of major gift prospects and donors.

The Officer will be instrumental in developing relationships with alumni, parents, friends, and businesses to secure private funding through annual, special, and major gifts. Frequent travel is required. The Officer will also participate in campus-wide development projects/activities, special events, donor prospect research, equipment and special programs funding, and future campaigns.

This full-time position at Lincoln College reports directly to the Vice President for Institutional Advancement.

This position requires a minimum of a bachelor’s degree and at least three years of major gift fundraising experience and/or relevant experience in sales and marketing or other related fields.

Click here for additional information.
Thank you to our Board for pledging a 100% Board Participation in our chapter’s 2019 Be the Cause campaign!

WAIT to DONATE!
Make your contribution between March 31-April 2, 2019 and Blackbaud will match $10 for every donation!

The more our chapter donates toward BE the CAUSE, the more our AFP chapter will benefit, by receiving a larger share of campaign revenue to support local scholarships and educational programs!

SCHOLARSHIPS AVAILABLE!

**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 2020 conference will be March 29-31 in Baltimore, MD. **Deadline:** Friday, September 27, 2019

**AFP Membership Scholarships**
Up to four membership scholarships will be awarded each calendar year. **Deadline:** April 15, 2019; October 15, 2019

**Certified Fundraising Executive (CFRE) Scholarship**
Up to two scholarships of $450 each will be awarded each calendar year. **Deadline:** Scholarships are ongoing & reviewed monthly.

**More Information**
Contact Danielle Easton, danielle.easton@scouting.org