Navigating Your Career Path

Wednesday, May 8th - Peoria Public Library

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

Navigating your career path is not always easy. We often ask ourselves, is the grass really greener over there? This session, led by two women who are successful in their chosen sector and role, will give you insight into successfully navigating your career.

This session will explore:
- Strategies to drive your career development
- How to set yourself apart from the competition
- How to know when it is time to look for the next opportunity

About the Presenters:

Joy Hutchcraft is Executive Director of Development at Illinois State University (ISU). She has worked at ISU for nearly 22 years and is responsible for Major Gifts fundraising and management of Principal/Leadership Gifts. ISU is in its 6th year of a 7-year fundraising campaign called, “Redbirds Rising”, having raised $141 million, with a goal of $150 million.

Joy graduated from the University of Illinois with a Bachelor of Science degree in Agricultural Communications. She earned her Certified Fund Raising Executive (CFRE) credentials in June 1998. She was named the Ian T. Sturrock Outstanding Fundraising Executive in November 2015. She currently serves as President-Elect and Vice President of Membership Services for the Central Illinois Chapter of the Assn. of Fundraising Professionals.

Meghan Lundeen has used her experience and knowledge to lead teams at Caterpillar Inc. She is currently a Division HR Manager.

Meghan believes that a strategic leader drives impactful changes for businesses. She is a public speaker and thought leader on career planning, succession planning, employee experience and talent acquisition. As an HR/Talent Manager at Caterpillar, Meghan has responsibility for the employee experience, career development and learning, talent acquisition strategies, and leads the Digital, Analytics and IT Succession Planning Group. Her diverse experience has proved to be a strong combination for influencing and motivating others, and leading change.

For the past six years, Meghan Lundeen has used her experience and knowledge to lead teams at Caterpillar Inc. She is currently a Division HR Manager.

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

* Peoria Public Library, 107 NE Monroe Street, Peoria. There is public parking beside the library at parking meters. Parking costs $0.25/35 minutes. Session will take place on the lower level 2. Enter through the main doors and take the elevator or stairs down to the lower level.
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 “May 2019” payable to AFP Central Illinois Chapter
to:  Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601

Reservations are due by May 3rd

No reservations will be taken after 5:00pm, May 3rd

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 raise funds. I think I'll join a nonprofit board." As Shakespeare once said, "Some are born to raise funds, 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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Amount enclosed:

Registration Deadline: June 7
To Register Online:
http://afpcentralil.org
To Register by Mail:
Please e-mail info@afpcentralillinois.org and send this form with a check marked "June 2019" to AFP Central Illinois Chapter, P.O. Box 5323, Peoria, IL 61601

About Carol

Carol Weisman started Board Builders 25 years ago. In that 25 years, she has authored 11 books, worked in multiple countries and has had one heck of a great time. Since age 23, she has served on 40 boards and has been president of 9. She is the only person on the fundraising and governance circuit who has done stand-up comedy. In her spare time, when not writing and speaking, she tap dances. Her tap shoes are orange.

Each attendee will receive a FREE copy of Carol's book!
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

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.

RESERVATION FORM

Name: __________________________ Organization: __________________________

Address: __________________________ City/State/Zip: __________________________

Phone: __________________________ E-mail: __________________________

$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
LEARNING OPPORTUNITY

The East Central Illinois AFP chapter is hosting a Development Day on May 31st. They have extended the member rate to members of our chapter. If you are interested in taking advantage of this opportunity, contact Emily via email for the discount code.

Central Illinois DEVELOPMENT DAY
May 31, 2019 • Parkland College in Champaign, Illinois

Registration OPEN NOW for a full day of area-wide training, resources, and networking!
Including featured speakers JOSH WHITMAN, Athletic Director at the University of Illinois, and a special BOARDSOURCE morning plenary

Registration: $100 AFP Members / $125 Non-Members or only $25 for BoardSource & Breakfast.
E-mail ecross@casa4kids.org if you're an AFP member to get the $100 rate!
Registration includes breakfast & lunch and Continuing Education Credits.

Register today at www.afpeci.org/developmentday

CHECK US OUT ON FACEBOOK!

Don’t miss fundraising articles, resources, notifications of AFP events and job opportunities. “Like” us on Facebook and engage with your development colleagues.

www.facebook.com/afpcentralillinois
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

Director of Braves Club Membership & Events, Bradley Athletics

Bradley Athletics invites applications for the position of Director of Braves Club Membership & Events.

Bradley University is a top-ranked, prestigious, private university in Peoria, Illinois, offering 5,400 undergraduate and graduate students the opportunities, choices and resources of a larger university and the personal attention and exceptional learning experience of a smaller university.

The Director of Braves Club Membership & Events will be responsible for the management and growth of the Braves Club and giving levels, as well as leading the efforts to achieve the annual revenue goals. This includes, designing, planning, and executing fundraising strategies to recruit, renew, and upgrade donors who support Bradley Athletics.

The Director will lead the planning of donor engagement and solicitation events in partnership with the Bradley Athletic Department Senior Staff and Braves Club Board of Directors. Events include but not limited to: Annual Braves Club and Chicagoland Golf Outings, Annual Bids for the Braves Auction, Annual Braves Club Raffle, other Varsity Athletic competitions, and regional events for engagement and stewardship.

This position will report directly to the Deputy Director of Athletics and will work closely with the Assistant Athletic Director for Ticket Sales & Operations. The Director will ensure that the Braves Club operates within Athletics Department policies and guidelines.

Click here for additional information.
JOB OPPORTUNITIES:

Director of Development, UIC College of Medicine Peoria

The Senior Director of Development at the College of Medicine Peoria is responsible for planning, directing, and implementing activities and programs to identify, qualify, cultivate, solicit and steward major and planned gifts from individual donors and prospects at the five-figure level and above. The Senior Director will serve as primary liaison with regional dean, department heads and other key faculty to identify fundraising opportunities, initiatives, and strategies.

Duties Include:

Manage a portfolio of 120+ donors and prospects by qualifying, researching, cultivating and soliciting gifts of $25,000 or more from individuals, corporations and foundations. Complete a minimum of 100 face to face visits annually.

Plan, develop and implement strategies to cultivate and solicit annual leadership level gifts of $2,500 to $24,999.

Direct and coordinate development strategy and activities for development personnel or in particular regional areas to ensure alignment with leadership priorities and initiatives.

Click here for additional information.

Development Officer, Lincoln College

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.
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

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**Executive Director, LifeLine Pilots**

Reporting to the Board of Directors, the Executive Director (ED) will be responsible for LifeLine Pilots staff, programs, and the execution of the strategic plan and mission. She or he will develop deep knowledge of field, core programs, operations, and business activities in support of the LifeLine Pilots mission.

**Responsibilities Include:**

- Ensure ongoing programmatic excellence, rigorous program evaluation, and consistent quality of finance and administration, fundraising, communications, and systems; recommend timelines and resources needed to achieve the strategic goals.

- Actively engage and energize LifeLine Pilots volunteers, Board members, event committees, alumni, partnering organizations, and funders.

- Support the Board of Directors, serve as ex officio of each committee, and seek and build Board involvement in local and regional operations.

[Click here for additional information.](#)
Many thanks to the following Central Illinois AFP members for their gifts to our BE the CAUSE Campaign!

Robin L.T. Ballard  
Kristen Berchtold, CFRE  
Toni K. Burningham, CFRE  
Danielle Easton  
Amanda G. Franklin  
Ted Frost  
Jen Funk, MS  
Sandra Garza, CFRE  
Joy Hutchcraft, CFRE  
Stephanie Johnson  
Shelly Kerker  
Lindsey Kerr  
Andrea Koerber  
Michael F. Lane  
Cal Lyons  
Susan Monroe  
Pamela Rumba  
Priscilla Slaughter  
Erica Wright

Give by cell, text AFP to 56512