Full Day Workshop

Wednesday, June 12th - Par-A-Dice Hotel Casino

Carol Weisman, an Internationally Known Speaker, Author, Trainer and Consultant Is Coming to Central Illinois on June 12!

Carol began her professional career working with gangs, a marvelous background for working with boards. She found the gangs better organized, with clearer expectations and a solid leadership training program. Although she doesn't recommend any fundraising that would end in incarceration, the gangs certainly had some "creative" ideas.

Fun fact about Carol...she was on the Oprah Show the first year it was nationally televised in 1986! She started her company, Board Builders, 25 years ago. During that time she has authored 11 books, working in multiple countries and served on 40 boards!

More importantly, Carol is the only person on the fundraising and governance circuit who has done stand-up comedy...so we are in for an informational AND entertaining day of learning!

This workshop is broken up in two parts:

- Morning Session: Recruiting a Fundraising Board
  - 9am-1pm (includes program & lunch)
- Afternoon Session: How to Ask for a Planned or Major Gift
  - 12pm-4pm (includes lunch & program)

Each attendee will receive a free copy of Carol’s book “Planned Giving Basics”. With important topics like these, we have extended the member rate to your board members!

The workshop times, details and registration form can be found on page two.

RSVP to info@afpcentralillinois.org • Click here to RSVP & pay 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 fundraise. I think I’ll join a nonprofit board." As Shakespeare once said, "Some are born to fundraise, 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

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

Please Select: Registration Type - All Include Lunch Price
AFP Member Full Day $65.00 by May 10
AFP Member Half Day Morning $40.00
AFP Member Half Day Afternoon $40.00
Guest Full Day $100.00
Guest Half Day Morning $55.00
Guest Half Day Afternoon $55.00

Amount enclosed:

Registration Deadline: June 7
To Register Online:
http://afpcentralillinois.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

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

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.
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.

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.
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.

Director of Development, Illinois State University

The Director of Development serves as the development liaison to the College of Arts and Sciences (the College) and represents the College in pursuing major gifts (funding commitments of $25,000 or more made via outright, pledged or planned gift arrangements). The individual holding this position will develop and execute strategies and plans to cultivate, solicit and secure major gifts and qualify new major gift prospects.

The individual will work in close collaboration with the Dean of the College and will work as needed with other administrators, faculty, and staff of the College. As appropriate, the individual will collaborate with other development officers working on behalf of the Illinois State University’s other colleges and administrative units. Primary responsibility will be implemented through regular and frequent visits and other substantive contacts with constituents.

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 on-going & reviewed monthly.

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

Congratualtions to our C. Wilson Schroeder Membership Scholarship Recipients!

The late C. Wilson Schroeder was a devoted fundraiser and one of the founding members of the National Society of Fundraising Executives, now called the Association of Fundraising Professionals. To honor his memory, the Central Illinois AFP Chapter awards membership scholarships through the C. Wilson Schroeder Membership Scholarship program. The Chapter considers applications from fundraisers and/or executive directors whose organizations budgets are constrained but who would benefit from AFP membership.

This Spring, the Board was happy to award a total of five membership scholarships! Congratulations to:

Jessica Becker, Conference of Women Legislators, Springfield

Kathryn Diaz, St. Mark’s School, Peoria

Ann Lading-Ferguson, FamilyCore, Peoria

Liz Pollack, Pets for Seniors, Edwards

Bryna Ryan, Neighborhood House, Peoria

The next deadline to apply for the C. Wilson Schroeder Membership Scholarship is October 15, 2019. **Applications available online.**
Many thanks to the following Central Illinois AFP members for their gifts to our BE the CAUSE Campaign!

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

DID YOU KNOW? The more our chapter donates toward BE the CAUSE, the more AFP Central Illinois will benefit, by receiving a larger share of campaign revenue. The money is used to support local scholarships and educational programs like Carol Weisman.

Recognition will be given out at the June meeting. The best fundraisers are philanthropist themselves!