



The Campaigner

JULY 2011



The Association of Fundraising Professionals Charlotte Chapter provides its members opportunities to advance philanthropy by becoming effective and ethical fundraisers.

Professional - Inclusive - Innovative
Engaging - Fun - Collaborative

NC Philanthropy Conference

August 11, 2011 Research Triangle Park

The 7th annual conference offers a quality continuing education opportunity for development professionals - including non-profit executive directors, development officers, marketing and communication managers, support staff, and volunteer leaders - to expand their fundraising knowledge, learn new skills they can apply in their organizations, and network with peers and industry leaders to share ideas, information and solutions. We expect 500 attendees for what is sure to be a great event!

For a list of **educational sessions** being offered, [click here](#).
To download the conference brochure, [click here](#)
To register at **EARLY BIRD PRICE (ends July 9th)**, [click here](#)
[Pre-Conference Courses](#)

Scholarships Available

Don't Delay!

The purpose of the AFP Charlotte Chapter Scholarship Fund is to promote and enhance the professional development of fund development

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professionals in the Charlotte area and encourage involvement and membership in the Charlotte chapter of the Association of Fundraising Professionals.

Conference Scholarships are available!
[More Information](#)

CFRE Review & Fundamentals of Fundraising Courses Being Offered

August 9 - 10, 2011 - Durham NC

Thinking of taking the CFRE exam anytime soon? New to the Fundraising Profession? If you answered yes to one of these questions, then the CFRE Review Course or Fundamentals of Fundraising is for YOU!! Both courses are being offered August 9-10 at the Sheraton RTP. **Seating is limited and deadline for registering is July 27, 2011.**

CFRE Review Course

The AFP CFRE Review Course provides an overview of the development function for fundraising professionals who would like to improve their development skills, learn to raise money more efficiently or build upon their current development skills. It is designed for fundraising professionals at the five-year or above level of experience who may be preparing the CFRE Certification Exam. However, the course is also applicable to other mid-level practitioners. NOTE: While this is an excellent review it is NOT primarily a "prep" course for those taking the exam.

Fundamentals Of Fundraising Course

At the conclusion of the course, the participating novice practitioner should be able to:

- Develop a Comprehensive Solicitation Program
- Build & Sustain Relationships
- Secure the Gift
- Manage Volunteers
- Understand Management and Accountability

To learn about our distinguished faculty, [click here](#).

[More Information About The Conference](#)

Approved Provider For



Continuing Education

Job Opportunities

**Blumenthal Performing Arts
Vice President of
Development** - 07/01/11

Position Available: Immediately
Position Reports To: President
[More Information](#)

[More Job Openings](#)

**New Professionals
Affinity Group
July 19, 2011 - 4:00 PM**

Do you have less than 5 years of experience in the development field? Would you like to bounce ideas or questions off colleagues?

Join us at our (FREE) inaugural meeting for new development professionals to discuss best practices, strategies and ideas around key topics.

[More Information](#)

**NASCAR Foundation
Launches Betty Jane
France Humanitarian
Award**

**Nominations will be accepted
through July 18, 2011**



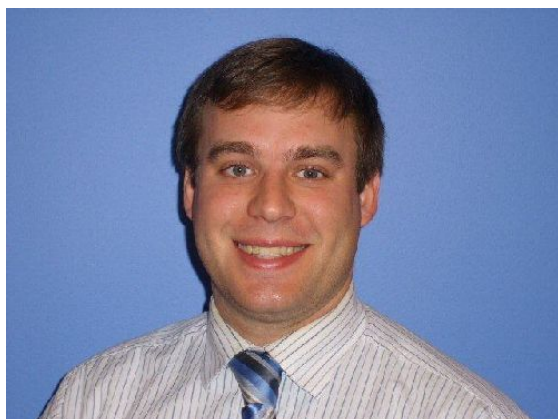
The NASCAR Foundation will recognize the outstanding charitable and volunteer efforts by NASCAR fans by awarding the first annual Betty Jane France Humanitarian Award, which includes a **\$100,000 donation** from the NASCAR Foundation to the children's charity of the recipients' choice.

The award will honor the passionate commitment Betty Jane France has demonstrated

Member Profile

Brandon Prescott

Brandon Prescott is the Associate Director of Development at the [Council for Children's Rights](#). Brandon also serves on the board of AFP Charlotte as the Membership Recruitment and Retention Chair as well as the Every Member Campaign Chair. [Contact Brandon](#)



Brandon Prescott

Why did you join AFP?

I moved to Charlotte from Hattiesburg, MS where I was part of AFP through the University of Southern Mississippi Foundation. And when I moved here the Council for Children's Rights encouraged me to become a member. I guess you could say that AFP has been a part of my development career from the beginning.

What has been the greatest benefit of membership for you personally?

The greatest benefit of an AFP membership for me is the networking. In Charlotte I am able to meet fellow fundraisers quickly and bounce ideas off other members about current issues and strategies.

What would you say to other fundraising professionals who are considering AFP membership?

Don't just become a member, get involved! There are so many ways to jump in and help with various committees and activities. And there are so many great people who can help advance your understanding of philanthropy while you're helping out.

New Members

AFP Charlotte

Welcome to our newest members!

[Chavon Carroll](#), Donor Marketing Officer, Arts & Science Council

[Julie Conigliaro](#), Senior Development Officer, Arts & Science Council

[Susan Irene Olak](#), Development Manager, The NASCAR Foundation

Have questions about membership? Contact [Brandon Prescott](#)

Nonprofit eBooks

with her charitable works and community efforts. [Read More](#)

WE NEED YOU!



AFP Charlotte Mentoring Program - Class of 2011/2012

MENTORING
MATTERS!

AFP Charlotte's Mentoring Program is an excellent resource for

new and experienced development professionals that enhances and broadens the professional's knowledge, skills set and success in the field of philanthropy.

Objective: To develop our future leadership within the field of philanthropy within the Charlotte Chapter and to enhance Mentor/Mentee professional achievement level.

**Application Deadline - Friday,
September 2, 2011**

[More Information](#)

2011 Board of Directors

EXECUTIVE COMMITTEE

President

Amy Tribble, CFRE

VP of Resource Development
Arts and Science Council

President-Elect

Katie Benston, CFRE

Chief Program Officer
Care Ring

Vice President, Membership

Michelle Hamilton, CFRE

Development Officer
Crisis Assistance Ministry

Great Resource!

The Charlotte Mecklenburg Library has a great list of NEW Nonprofit eBooks that you can access remotely with your library card through NetLibrary. **To see a listing of these offerings, [click here](#).**



Charlotte Mecklenburg Library

A Charlotte Shout Out!

AFP Charlotte Chapter helped to fund the Leadership Gift School and was mentioned in the Chronicle of Philanthropy June 23rd article:

Charities Experiment With Ways to Train Fund Raisers
By Holly Hall

As more and more nonprofits are stepping up training of fund raisers, they are finding low-cost yet effective ways to improve the skills of their staff members. [Read More](#)

Mentoring Matters

From a Mentee



[Patrick Lynch](#), Development Director,
Socrates Academy

The mentor program to me really exemplifies what being a member of AFP is all about. It consists of a group of individuals who are committed to learning, growing and sharpening their skills in their given profession. It is about building a sense of community, comfort and understanding and is welcoming to you no matter your role or experience.

These are just a few of the things that come to mind as I think about my experience with the AFP Charlotte mentor program.

The mentor program has been a wonderful benefit to me as a young fundraiser. It provides us mentees with an opportunity to ask questions in a safe environment and provides us with someone to reach out to for help and guidance. I have been very fortunate

**Assistant VP for Institutional
Advancement**

Sharon Harrington, JD, CFRE
Johnson C. Smith University

**Vice President, Outreach
Armen S. Boyajian**

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Community Engagement
Charlotte Emergency Housing

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Jennifer Sheely

Vice President
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**Past President. Community
Board Training**

Doug Hartjes, CFRE

President
Make-A-Wish Foundation of
Central & Western North
Carolina

Member Events

Grace Lewis, CFRE

Regional Executive/Vice
President of Fund Development
Girls Scouts Carolinas Peaks to
Piedmont

Legislative

Joy Paige

VP for Institutional
Advancements
Johnson C. Smith University

Affinity Groups

Beth Fischer, JD, CFRE

Director of Principal Gifts
UNC Charlotte

**Senior Forum & Job
Opportunities**

Jenni Gaisbauer, CFRE

Senior Vice President of
Development
Levine Museum of the New
South

NC Philanthropy Conference

Jamie Hayes, CFRE

Director of Development
Presbyterian Healthcare
Foundation

to have Katie Benston as my mentor for this year. Knowing that I have Katie to turn to and help me as been a huge relief. This is my first year in a fundraising capacity and if I had to do it all on my own I would be lost. Fortunately, I have been able to turn to Katie as well as the rest of the Mentoring Committee for help and guidance. The mentoring socials have also proved to be beneficial and have opened the door to additional connections and contacts within AFP Charlotte. Overall, I feel that the mentor program has been a very valuable asset and I am so thankful that I decided to apply.

Whether you are fresh into fundraising or a seasoned veteran who is now working with a new focus, there is always more to learn and the best way to learn is from those around you. I am very thankful for the experience I have had in the mentoring program this year and look forward to someday being a mentor myself.

Mentoring Matters

From a Mentor

[Stephanie Stenglein](#), Annual Campaign and Patron Information Manager, Charlotte Symphony

When they were looking for members to be mentors this year, it was an easy decision for me to volunteer. I have been very fortunate in my career to have had numerous people in my life that I consider to be a mentor even though it may not have always been a formalized relationship. In 2007, I was an AFP mentee. My mentor, Stacie Young, and I had a great relationship that I value to this day. Although our commitment officially ended we still keep in touch and I know the same will be true for my mentee, Halley Cella.



What I value most about being a mentor is you not only share your knowledge and experience with your mentee, you gain knowledge from them as well. Having new, fresh perspectives on topics and strategies is beneficial.

Being a mentor and mentee is a valuable experience that I would highly recommend to anyone interested in expanding their knowledge and building their network.

Scholarships

Shannon Hinson

Director of Annual Fund
Thompson Child & Family
Focus

Finance & Certification

Katherine Lambert, CFRE

Executive Vice President
Girl Scouts, Hornets' Nest
Council

Finance & Sponsorships

Patton McDowell, CFRE

Patton McDowell & Associates

Mentoring

Benjamin T. Mohler, CFRE

Director of Philanthropy and
Development
The University of North Carolina
at Charlotte
The William States Lee College
of Engineering

Membership Recruitment & Retention, Every Member Campaign

Brandon Prescott

Associate Director of
Development
Council for Children's Rights

National Philanthropy Day Stephanie Stenglein

Annual Campaign and Patron
Information Manager
Charlotte Symphony

July Luncheon Meeting

July 20, 2011

Effective Donor Communication: "Are you the best spokesperson?" Presenter: Ty Boyd

One of the essential ways to increase the effectiveness of any nonprofit organization is by creating a lasting relationship between the organization and individual contributors. Sometimes this relationship can be established through face-to-face meetings but, more often than not, other forms of communication are necessary. So how do you make the most of your donor communications?

Over four decades, Ty Boyd has had three concurrent careers: first as a broadcaster, then a professional speaker, and later a passionate teacher. These careers have ensured an interesting life for sure. [More Information](#)



Ty Boyd, Chairman: Ty Boyd
Executive Learning Systems
(TBELS)



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