



# AFP Charlotte The Campaigner

The LATEST NEWS FROM AFP-CHARLOTTE

[www.afp-charlotte.org](http://www.afp-charlotte.org)

October 2009



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## Other Upcoming Events

**Philanthropy Journal Webinar**  
*My Secrets to Getting Grants:  
Needs & Strategies*

**Oct 8, 2009**

1:00-2:00pm

[More Information](#)

## AFP Charlotte Upcoming Meetings and Events

October 21, 2009

Women In Philanthropy:  
Raising Money in Tough Times

November 9, 2009

Major Gifts Affinity Group

November 18, 2009

National Philanthropy Day  
Celebration

December 9, 2009

Audio/Webconference: How  
to Have Conversations with

## → October Luncheon Meeting

**Wednesday, October 21, 2009**

**Women in Philanthropy: Raising Money in Tough Times**

**11:15 Networking - 11:45 Lunch & Program**

Crowne Plaza - 201 S. McDowell St, Charlotte, NC 28204

Program Highlights include:

- **Working with Women Donors: Their Motivations, Generational Differences, Models of Engagement** - an understanding of how women's motivations for giving and generational differences may influence fundraising strategies; examination of distinctive women's philanthropic structures.
- **Appealing to Women Donors: Communication and Marketing Strategies** - an understanding of key factors of communicating effectively with women and how marketing to women can build organizational loyalty and increase involvement and contributions.

### About the Presenter

Georgette "Gigi" Dixon is the Director of National Partnerships for Wachovia Bank, a Wells Fargo Company. In this role, Ms. Dixon develops and manages relationships with national nonprofit organizations. Her responsibilities include contributions and foundation grant-making, special projects and consulting with internal lines of business to leverage national community partnerships for building and maintaining corporate community brand and reputation.

**COST:** AFP Members \$22.00 Guests \$30.00

**\*NOTE: Prices increase Friday, October 16th and registration closes at noon on Monday, October 19th.**

Click [HERE](#) to register!

## → AFP Charlotte National Philanthropy Day

## Donors About Planned Gifts

January 20, 2009  
How to Walk the Walk and Not  
Just Talk the Talk

## Membership Dues Installment Plan

AFP appreciates the economic situation that many members are currently facing and is offering a one-time offer to allow payment of membership dues in six installments.

[More Information](#)

## AFP Charlotte Chapter Executive Referral Service



AFP-Charlotte offers two levels of executive referral service:

Position announcement emailed to AFP-Charlotte email list and posted on website.

Position announcement posted on AFP-Charlotte web site only

Job postings will be removed from the web site after being posted for 75 days.

[For More Information and to view available positions](#)

### 2009 Board Members

PRESIDENT  
Beth Fischer, JD, CFRE  
*Director of Development  
Belk College of Business,  
UNC Charlotte*

Leon and Sandra Levine will serve as honorary chairs for the 18th Annual National Philanthropy Day Awards luncheon to be held on **Wednesday, November 18, 2009** from 11:15am - 1:00pm at the Charlotte Convention Center - Ballroom A.

Table sponsorships cost \$350 (table of eight) and individual tickets are \$40/person.

**Interested in becoming a sponsor? Please click [HERE](#) to download the opportunities form. Please make note of the deadlines!**

NOTE: If you wish to be included in the invitation as a sponsor, please return the form by **no later than September 25, 2009.**

To be acknowledged at the event with table signage and in the program, **table reservations must be received by October 30, 2009.**

Please contact [Tiffany Hilson](#) at 704.373.2256 ext. 205 if you require more information.

[To purchase individual tickets or table reservations, click here.](#)



## → Board Member Profile



**Jenni Gaisbauer** is Secretary of the AFP Charlotte Board of Directors. She took an unusual route to development - through competitive sports, growing up in Mendota Heights, MN.

She attended the University of Montana on a four-year tennis scholarship. When she was a senior in college, her parents relocated to

Raleigh and Jenni moved there after graduation, teaching tennis.

She continued her athletic career, attending The Ohio State University, earning her master's degree in sports administration with the goal of becoming an athletic director at a major university.

She was exposed to fund raising profession through assistantship with the Buckeye Club, the fundraising arm of the

PRESIDENT-ELECT  
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*Development Officer*  
*Crisis Assistance Ministry*

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*South*

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*Catholic Diocese of Charlotte*

MENTORING  
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*Director of Philanthropy*  
*College of Education*  
*UNC Charlotte*

MEMBERSHIP  
Michelle Hamilton, CFRE  
*Development Officer*  
*Crisis Assistance Ministry*

EXECUTIVE REFERRAL  
Todd W. Hartung, Jr.  
*Associate VP Alumni Programs*  
*& Annual Giving*  
*Queens University of*  
*Charlotte*

NATIONAL PHILANTHROPY DAY  
Tiffany M. Hilson  
*Vice President - Development*  
*& Communications*  
*Urban League of Central*  
*Carolinas*

EDUCATION, ETHICS & YOUTH  
IN PHILANTHROPY  
Shannon Hinson  
*Director of Annual Fund*  
*Thompson Child & Family*  
*Focus*

university's athletic department.

- Read the entire profile [HERE](#)

## → CFRE Study Group

Kathy Larsen has organized a CFRE study group this Fall.

The next meeting is  
**October 27, 2009**  
5:45pm  
at the Catholic Diocese of Charlotte

Please [contact Kathy](#) if you are interested in learning more or would like to participate.



## → The AFP Information Exchange: In-Depth Guidance From Your Peers

The AFP Information Exchange, an exclusive benefit for members, offers valuable guidance on fundraising. Two new papers are added each week. Writing an information paper is a great way to provide your unique skills and perspective in a short document (between 750 and 2000 words) that won't take too much time away from your professional and personal responsibilities. Or you can simply submit a paper that's already been published by you or your organization! Consider submitting a paper with your own valuable expertise!

Read more [HERE](#).

**Need help with your next capital campaign?**

Visit the AFP Consultants and Resource Directory to choose a qualified consultant.

## → AFP Members - Share Your Success

Changed jobs recently? Accepted a new challenge? Received an accolade for your work and accomplishments? Let your colleagues and AFP know!

Simply send your current AND new job information (including city and state/province), or information about your recognition, to [ewire@afpnet.org](mailto:ewire@afpnet.org). Please include the words "member motion" in the subject line.

AND, let us advertise this news locally - email [Armen Boyajian](#), Marketing and Communications Chair, AFP Charlotte.

SENIOR FORUM

Patton McDowell

*Consultant*

*Patton McDowell &  
Associates, LLC*

DIVERSITY

Kishshana Palmer Teele

*Chief Development Officer  
Big Brothers Big Sisters of  
Greater Charlotte*

SCHOLARSHIPS

Amy Tribble

*Director of Development  
Council for Children's Rights*

EVERY MEMBER CAMPAIGN

Armen S. Boyajian

*Director of Leadership Giving  
Catholic Diocese of Charlotte*

Sharon Tripp

*Chapter Administrator*

## Walk-In Policy

Just a friendly reminder that if you plan on attending our monthly luncheons, please make every effort to register online at [www.afp-charlotte.org](http://www.afp-charlotte.org). This allows the Chapter to plan the luncheons in the most efficient and inexpensive way possible.



## Stay Tuned...

AFP Charlotte's e-newsletter **The Campaigner** is your resource for the latest news. Forward to a friend & spread the word about our great organization. Got News? [Email US](#)

AFP, the Association of Fundraising Professionals, advances philanthropy by enabling people and organizations to practice ethical and effective fundraising. The core activities through which AFP fulfills this mission include education, training, mentoring, research, credentialing and advocacy.

