



AFP Charlotte

The Campaigner

The LATEST NEWS FROM AFP-CHARLOTTE

www.afp-charlotte.org

February 2009



In This Issue

[February 2009 Meeting](#)

[Let's Have Dinner!](#)

[Conference Scholarships](#)

[Other Upcoming Events](#)

[First Course in Fundraising](#)

[NEW Webinars](#)

[Marketing Assistance](#)



**AFP Charlotte
Upcoming Meetings
and Events**

February 5, 2009

→ Scholarships Available - February 6th Deadline!

Scholarships Available for the 46th International Conference on Fundraising

Partial scholarships are available for members to attend the **46th International Conference on Fundraising, March 29 - April 1, 2009 in New Orleans, Louisiana**. The conference features educational seminars lead by experienced fundraising professionals from across the nation designed to help you implement solutions and innovations. This year's keynote speakers include Christopher Gardner, inspiration for the film, *The Pursuit of Happyness*; historian, Doris Kearns Goodwin; and humanitarian, actor and philanthropist, Michael Douglas.

All applications must be received by 2/6/09 for consideration. Selected candidates will be notified by 2/13/09.

Click [HERE](#) to view/download the application.

Please visit <http://conference.afpnet.org/> for more information about the conference.

Please Contact [Amy Tribble](#) at 704/372-7961 for more information about available scholarships.

"Attending the 45th AFP International Conference on Fundraising was the most valuable professional development experience I have had in my career to date. The keynote speakers, educational sessions and networking opportunities were outstanding. I have already implemented new ideas and am seeing excellent results. Attending the conference was very inspiring, both personally and professionally. My experiences there have reaffirmed my commitment to the profession of fundraising." Heather Shaughnessy, 2007 AFP-Charlotte Chamberlain Scholarship Recipient

Audio/Web Conference:
Developing Major Gift
Donors Who Deliver
SOLD OUT

February 9, 2009
Major Gifts Affinity
Group

February 18, 2009
Major on the Majors:
Identifying Gift
Prospects

See the 2009 Calendar
of Events

2009 Board Members

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

PRESIDENT-ELECT
Doug Harties, CFRE
Development Officer
Crisis Assistance Ministry

VICE PRESIDENT
Katie Benston
Director of Annual Support
Hospice & Palliative Care
Charlotte Region

SECRETARY
Jenni Gaisbauer, CFRE
Senior Vice President of
Development
Levine Museum of the New South

TREASURER
Jennifer Sheely
Vice President of Development
Holy Angels Foundation, Inc.

PAST PRESIDENT
Nancy McEneny, CFRE
Director of Community Affairs &
Development
LifeSpan

MARKETING/COMMUNICATIONS
Armen S. Boyajian
Director of Leadership Giving
Catholic Diocese of Charlotte

MENTORING
Linda Breen
Director of Development
UNC-Charlotte, Office of
University Development

MEMBERSHIP
Michelle Hamilton, CFRE
Consultant

→ Let's Meet At The Conference!



Are you going to the conference? We'd like to meet for dinner or other networking opportunities! If you are attending, please [email us](#) with your name and cell phone number so we can notify you when and where.

→ February 18, 2009 Luncheon Meeting

Major on the Majors: Identifying Gift Prospects

This session will focus on the major gift prospect. Attendees will learn all the appropriate steps in dealing with prospects, including building a prospect pool, compiling and managing prospect information effectively, prospect evaluation, and prospect communication.

Presenter: Jerry F. Smith, CFRE
Author, lecturer, teacher and fund-raising consultant Jerry F. Smith founded the J.F. Smith Group in 1991.

COST: AFP Members \$18.00 Guests \$23.00

About the Presenter: Following a successful development career as Executive Director of Alumni and Development at Auburn University (including a \$110 million dollar capital campaign, ending in 1985), Smith was asked to speak to the board of a large Christian school in Birmingham, to offer advice with regard to a possible capital campaign. At the end of the Board meeting, Smith was asked if he would take the job.



Since then, the J.F. Smith Group has conducted feasibility studies and capital campaigns for clients all across the country - from Edmond, Oklahoma to Washington, D.C. and from Chicago, Illinois to Orlando, Florida. Significantly, the company has conducted two and three campaigns for many of these same clients.

Mr. Smith is a popular and respected convention presenter. He has conducted seminars on an assortment of fund-raising topics both here in the United States, for CASE, ACSI, Blackbaud, AFP, NAADD and in Germany for the Catholic Fundraising Institute.

Click [HERE](#) to register!

→ First Course in Fundraising February 24-25, 2009

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
Hope Haven Inc.*

EDUCATION, ETHICS, & YOUTH IN
PHILANTHROPY
[Shannon Hinson](#)
*Director of Annual Fund
Thompson Child & Family Focus*

SENIOR FORUM
[Patton McDowell](#)
*Managing Director
Vandever Batten*

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

[Sharon Tripp](#)
Chapter Administrator

Raleigh, NC

Did you miss out on the First Course offering in August? No worries - the AFP-Triangle Chapter is offering this course again in February! The course is expected to sell out so do not delay.

For a brochure and registration information, please click [here](#).

First Course will be held again in August 2009 as part of the NC Philanthropy Conference. Stay tuned for more information.

→ Other Upcoming Events

Philanthropy Journal Webinars
February 3, 2009

Make your board meetings can't-miss events
[More Information](#)

February 17, 2009

Board and management transparency: Making sense of the new Form 990
[More Information](#)

NC Planned Giving Council

February 18, 2009

Retirement Plan Gifts

Raleigh, NC

[More Information](#)

→ From Audio Conference to Webinars



Did you know that our AFP audioconferences are now web enabled? Thanks to the wonders of technology, we're able to now offer these valuable AFP programs webinar style at the Diocese of Charlotte, with PowerPoint style graphics - the February program is full, but stay tuned for future programs.

→ Marketing Assistance

We are trying to better market AFP-Charlotte chapter, both in-house as well as to the general public. If you have any suggestions, please e-mail [Armen Boyajian](#), our Membership & Communications Committee Chair or call him at 704-370-3371.



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. This allows

the Chapter to plan the luncheons in the most efficient and inexpensive way possible. If you cannot register online, please send an e-mail to info@afp-charlotte.org to inform us you are planning to attend.



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. And stay tuned to your inbox for the latest headlines from AFP...

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.

Email Marketing by

