



## AFP Northeast Wisconsin Chapter 2017 Educational Programming

Date/Time	Topic	Presenters	Location	CFRE Credits	Cost
Thursday, February 9 11:00: Registration 11:15-Noon: Program Noon: Lunch 12:30-1:00: Chapter Meeting	<b><u>Chapter Meeting</u></b> <b><i>Dive Into Prospect Pools</i></b> Uncovering individuals in your database with potential to become major donors can be challenging. As databases grow, strategies are vital to effective prospect management and qualification. Marquette University utilizes several techniques for identifying and interviewing potential prospects. Join us as we share how we identify and qualify major donors.	Anna Mattox Director, Prospect Management and Reporting Marquette University  Sarah Kordsmeier Prospect Management and Reporting Specialist Marquette University	Liberty Hall, Kimberly	1 CFRE Credit	Members: \$20 Non-members \$30 (includes program and lunch)
Thursday, March 9 7:30-8:45am	<b><u>Coffee Chat</u></b> <b><i>Donor Stewardship Strategies</i></b>	Host: Shane Kohl Host: Cindy Berton Host: Rikki Starich Host: Roxanna Strawn	Appleton: Atlas Coffee Green Bay: Village Grille Weston: Vino Latte Manitowoc: Jenna's Java		FREE (Coffee on your own)
Wednesday, April 12 11:00: Registration 11:15-Noon: Program Noon: Lunch 12:30-1:00: Chapter Meeting	<b><u>Chapter Meeting</u></b> <b><i>Developing passion and fun with your board!</i></b> This workshop offers practical, proven ways to have fun with your board, engaging them in your mission to build stronger passion and commitment, which translates into more resources raised and stronger community impact.	<i>Marc Dosogne</i> CEO Oshkosh Boys & Girls Club	Bridgewood Resort Hotel and Conference Center, Neenah	1 CFRE Credit	Members: \$20 Non-members \$30 (includes program and lunch)
Thursday, May 11 11:15: Arrival 11:30-12:30: Webinar 12:30-1:15: Discussion	<b><u>Webinar</u></b> <b><i>Making Each Rung Count: How to Build a Donor Ladder that Goes from Annual Gift to Ultimate Gift</i></b>		Encircle Health, Appleton		Free to members \$10 for non-members

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Tuesday, June 13 11:00: Registration 11:15-Noon: Program Noon: Lunch 12:30-1:00: Chapter Meeting	<b><u>Chapter Meeting</u></b> <b><i>Planned Giving: What you need to know to develop and enhance your program</i></b>	<i>Lisa Vanden Avond</i> Director of Planned Giving St. Norbert College <i>Shane Kohl, CFRE</i> Regional Development Director - Impact & Planned Gifts ThedaCare Family of Foundations	Bemis Center, De Pere	1 CFRE Credit	Members: \$20 Non-members \$30 (includes program and lunch)
Thursday, August 17 8:00am-5:00pm	<b><u>Seminar</u></b> <b><i>Fundraising Day Wisconsin: Bringing National Talent to Your Backyard</i></b>  <i>This conference is an AFP Southeastern WI and Greater Madison partnership</i>	A day jam-packed with professional development, including an opening keynote, three workshops, networking luncheon and social hour. Network with over 200 fundraising colleagues from around the state and connect with vendors and consultants who can help your fundraising grow. Presenters include: Penelope Burk, John Trybus, Tammy Zonker, Jean Kolb	Country Springs Hotel and Conference Center 2810 Golf Rd Pewaukee, WI	6 CFRE Credits	Members: \$160-early bird rate (\$180 after June 30) Non-members: \$195
Wednesday, September 13 11:15: Arrival 11:30-12:30: Webinar 12:30-1:15: Discussion	<b><u>Webinar</u></b> <b><i>Five Simple Strategies to Boost Donor Retention</i></b>		Community Foundation for the Fox Valley Region, Appleton		Free to members \$10 for non-members
Thursday, October 5 7:30-8:45am	<b><u>Coffee Chat</u></b> <b><i>Year-End Giving Preparation and Strategies</i></b>	Host: Shane Kohl Host: Cindy Berton Host: Rikki Starich Host: Roxanna Strawn	Appleton: Atlas Coffee Green Bay: Village Grille Weston: Vino Latte Manitowoc: Jenna's Java		FREE (Coffee on your own)
Thursday, November 15	<b><u>Seminar</u></b> <b><i>National Philanthropy Day</i></b>		Lambeau Field Green Bay		
Wednesday, December 6 7:30: Continental Breakfast and Social 8:00-9:00: Program and Chapter Meeting	<b><u>Chapter Meeting &amp; Social</u></b> Network with other development professionals and get a sneak peak at the 2018 educational programming calendar!				Free to all

More details will be added as they become available. Please check the Chapter website [www.afpnewi.afpnet.org](http://www.afpnewi.afpnet.org) for the latest updates and news.

If you would like to be added to the Chapter email list to received notices of upcoming events please email [afp.newi@gmail.com](mailto:afp.newi@gmail.com)