



Association of Fundraising Professionals

# 2013 WEB/AUDIOCONFERENCES

*Educating Fundraisers in the 21<sup>st</sup> Century*



- **JANUARY 24, 2013, THURSDAY**  
*Transformational Gifts: Using Philanthropic Planning To Partner with Prospects and Advisors*  
Brian Sagrestano, JD, CFRE
- **FEBRUARY 5, 2013, TUESDAY**  
*Writing a Fabulous Case for Donor Support*  
Tom Ahern
- **\*\* FEBRUARY 21, 2013, THURSDAY**  
*What Great Boards Do at Their Board Meetings – And What They Don't Do!*  
Simone Joyaux, ACFRE
- **MARCH 7, 2013, THURSDAY**  
*Analyze and Identify: Three Steps to Understanding Your Prospects and Supporters*  
Michael Quevli
- **MARCH 19, 2013, TUESDAY**  
*Raising Support from Millennials: How to Raise Support from Younger Donors*  
Derrick Feldmann
- **APRIL 11, 2013, THURSDAY**  
*Digging Deeper for Lifetime Value*  
Allison Porter and Rick Malchow
- **APRIL 23, 2013, TUESDAY**  
*The Power of Planning: Building a Strategic and Long-Term Development Plan*  
Andrea McManus, CFRE
- **MAY 8, 2013, WEDNESDAY**  
*Doing Well While Doing Good: Advancing Your Career in Professional Fundraising*  
Adam Burk, CFRE
- **\*\* MAY 23, 2013, THURSDAY**  
*Navigating Change: The Three Stages of Board Engagement*  
Robbe Healey, MBA, NHA, ACFRE
- **JUNE 6, 2013, THURSDAY**  
*6 Steps to Creating a Written Fundraising Plan*  
Sandy Rees, CFRE
- **JUNE 18, 2013, TUESDAY**  
*Online Success Strategies, Tools & Trade Secrets - 101*  
Ted Hart, ACFRE
- **JULY 10, 2013, WEDNESDAY**  
*The Anatomy of Engaging Email Campaigns*  
Mike Snusz
- **JULY 24, 2013, WEDNESDAY**  
*What's Wrong with Your Fundraising and How You Can Fix It*  
Linda Lysakowski, ACFRE and Ellen Bristol
- **AUGUST 8, 2013, THURSDAY**  
*Developing a Multichannel Grateful Patient Program to Identify Major Donor Prospects*  
Timothy Logan, ACFRE and Brian Hervey, CFRE
- **AUGUST 21, 2013, WEDNESDAY**  
*How to Incorporate Online Giving Into Your Annual Fund ... And Track it*  
Valerie Lambert
- **\*\* SEPTEMBER 10, 2013, TUESDAY - CANCELLED**  
*The Shifting World of Business and Community*  
Jocelyne Daw
- **SEPTEMBER 25, 2013, WEDNESDAY**  
*90 Minutes to Social and Mobile Fundraising Success*  
Claire Kerr
- **OCTOBER 10, 2013, THURSDAY**  
*Annual Fund and Major Gifts Partnerships: Pipeline Management and Donor*  
Michael Delzotti, CFRE and Chris Kasavich, MBA, CFRE
- **OCTOBER 23, 2013, WEDNESDAY**  
*The Latest and Greatest in Fundraising from Around the Globe*  
Penelope Cagney, CFRE
- **NOVEMBER 7, 2013, THURSDAY**  
*Effective Campaigns: The Design, Content and Delivery of Effective Email Campaigns*  
Derrick Feldmann
- **NOVEMBER 19, 2013, TUESDAY**  
*Corporate Engagement – Beyond Charity: A Focus on Social Partnerships*  
Cheryl Self, ACFRE
- **\*\* DECEMBER 11, 2013, WEDNESDAY**  
*Accountability and Ethics Can Make or Break Your Organization*  
Jim Greenfield, ACFRE, FAHP



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## AFP 2013 WEB/AUDIOCONFERENCE SERIES

- January 24, 2013 Brian Sagrestano: **Transformational Gifts: Using Philanthropic Planning to Partner with Prospects and Advisors**
- February 5, 2013 Tom Ahern: **Writing a Fabulous Case for Donor Support**
- February 21, 2013 Simone Joyaux: **What Great Boards Do at Their Board Meetings – And What They Don't Do!**
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