

## Register now at [afpnet.org/webinars](http://afpnet.org/webinars)

### January 10, 2018

Raise the Money of Your Dreams with Donor-Centered Major Gift Fundraising

Presenter: Gail Perry, CFRE

### February 7, 2018

Working Your Legacy Pipeline

Presenter: Ligia Peña, CFRE

### February 28, 2018

Finding and Connecting with Transformational Donors

Presenter: Steve MacLaughlin and Katherine Swank, JD

### March 7, 2018

How to Raise Money and Retain Donors with Your Newsletter

Presenter: Steve Screen

### March 14, 2018

Diversity in Giving: Moving from Awareness to Action

Presenter: Janice Gow Pettey, Ed.D. and Alphonse Brown, ACFRE

### March 21, 2018

How to Grow Your Monthly Giving Program Without Breaking the Bank

Presenter: Erica Waasdorp

### April 4, 2018

Grassroots Supporters: Why Are You Leaving This Valuable Asset on the Table

Presenter: Jeff Tippett

### April 25, 2018

Building Your Small Shop Toolkit

Presenter: Amy Wolfe, MPPA, CFRE

### May 2, 2018

State of Online Fundraising

Presenter: Mike Snusz

### May 16, 2018

10 Ways to Supercharge Your Storytelling

Presenter: Shanon Doolittle

### May 23, 2018

The 100 % Fallacy: Common Presumptions That Hold Your Fundraising Back

Presenter: Tom Ahern

### June 6, 2018

Transformational Donor Events

Presenter: Bob Westfall and Lisa Wolf

### June 20, 2018

Building a Culture of Philanthropy

Presenter: Simone Joyaux, ACFRE

### July 11, 2018

An Introduction to Donor Data Segmentation

Presenter: Steven Shattuck

### July 25, 2018

The Future of Digital Fundraising and How to Get Ahead of the Curve

Presenter: Sarah Olivieri

### August 15, 2018

Cracking the Code of Facebook Fundraising

Presenter: Jeff Giddens

### August 29, 2018

Hello? Am I the Only One? Recruiting Diverse Development Professionals to Your Fundraising Team

Presenter: Kishshana Palmer, CFRE

### September 5, 2018

From Nervous to Excited: Evolving Board Knowledge, Skill and Confidence

Presenter: Robbe Healey, MBA, NHA, ACFRE

### September 12, 2018

CSR – Building the Socially Conscious Companies of Tomorrow

Presenter: Rachel Hutchisson and Andrew Troup

### September 26, 2018

So You Want to Be a Campaign Consultant

Presenter: Amy Eisenstein, ACFRE and Andrea Kihlstedt

### October 3, 2018

Stronger Together – How Coordinating Grants and Development Increases Wins!

Presenters: Jo Miller, GPC, SMS

### October 24, 2018

Navigating Negotiations: More Money & More Mission

Presenter: Tycely Williams, CFRE

### November 7, 2018

The Five Donor Love Languages

Presenter: Tammy Zonker

### November 21, 2018

Welcome to the C-Suite: Leadership Transitions from the Trenches to the Top

Presenter: Alice Ferris, MBA, CFRE, ACFRE and R. Scott Fortnum, MA, CFRE, ACFRE

### December 5, 2018

Building Your Development Team

Presenter: Myra Mathis

### December 12, 2018

Nonprofit Accounting for Fundraisers

Presenter: Susan Ross

**\$79** for individual AFP members

**\$149** for AFP chapter/group viewing

**Non-members:**

**\$99** individuals / **\$179** groups

**Discounted bundles  
and  
archived webinars  
available!**



Live webinars held 1:00-2:00pm (eastern) and available within two business days in the on-demand archive.  
For more information about chapter viewing or if you have any questions, contact [proadv@afpnet.org](mailto:proadv@afpnet.org).

Register now at [afpnet.org/webinars](http://afpnet.org/webinars)