



Association of Fundraising Professionals

2011 WEB/AUDIOCONFERENCES

Educating Fundraisers in the 21st Century



- FEBRUARY 16, 2011, WEDNESDAY

Planning to Keep Your Donors

John Joslin, CFRE

- FEBRUARY 24, 2011, THURSDAY

It's Not About You, It's About Them: the New Imperative in Corporate Fundraising

Jason Saul, Author

- MARCH 2, 2011, WEDNESDAY

The Secrets of Consultants

Penelope Cagney, CFRE

- MARCH 24, 2011, THURSDAY

Seriously Good innovation... in Practice!

Jon Duschinsky

- APRIL 7, 2011, THURSDAY

Strengthening Foundation Relationships

John Greenhoe, CFRE

- APRIL 20, 2011, WEDNESDAY

Social Networking and Online Fundraising Success

Ted Hart, ACFRE

- MAY 4, 2011, WEDNESDAY

Managing Prospect Relationships and Fundraising Activity in a Campaign

Elizabeth Crabtree, Director of Prospect Development at Brown University

Sponsor: *The Association of Prospect Researchers for Advancement (APRA)*

- MAY 19, 2011, THURSDAY

Developing a Planned Giving Marketing Plan

Timothy Logan, ACFRE

- JUNE 1, 2011, WEDNESDAY

Campaign Reporting

Elizabeth Crabtree, Director of Prospect Development at Brown University

Sponsor: *The Association of Prospect Researchers for Advancement (APRA)*

- JUNE 21, 2011, TUESDAY ***3:00 PM EASTERN***

How to Raise More by Selling your Impact

Jason Saul, Author

- JULY 13, 2011, WEDNESDAY

When Raising Money 10 Legal Matters to Avoid

Marty Martin, JD, MPA

- JULY 26, 2011, TUESDAY

Building Relationships that Pay Off

John Hicks, CFRE

- AUGUST 24, 2011, WEDNESDAY

Raising More Money From Your Business Community

Linda Lysakowski, ACFRE

- SEPTEMBER 15, 2011, THURSDAY

Face-to-Face Basics: Integrating Individuals into Your Development Plan

Amy Eisenstein, CFRE

- SEPTEMBER 28, 2011, WEDNESDAY

Nonprofit Internet Management Strategies, Tools and Trade Secrets

Ted Hart, ACFRE

- OCTOBER 4, 2011, TUESDAY

Structuring Your Development Office for Success

Monique Hanson

- OCTOBER 27, 2011, THURSDAY

From Boomers to Echo Boomers: Giving Across the Generations

June Bradham, CFRE, Rachel Hutchisson & Tucker Branham, CFRE

- NOVEMBER 1, 2011, TUESDAY

Donor Centered Planned Gift Marketing

Michael J. Rosen, CFRE

- NOVEMBER 17, 2011, THURSDAY

Digital Mobilization on Giving

Marcelo Iniarra

- DECEMBER 6, 2011, TUESDAY

Secrets of Success in the Small Shop

Sandy Rees, CFRE

- DECEMBER 14, 2011, WEDNESDAY

Building a Major Gifts Program through Integrated Solicitations

Adam Burk, CFRE

Approved Provider For



Continuing Education **CFRE Approved Continuing Education Provider**

*Please note each Web/Audioconference session offers CFRE points!

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FEES: \$159 (U.S.) per member session; \$295 (U.S.) per nonmember session

Special AFP Member Bundle - \$99 per session when registering for 10 or more programs at one time!



AFP 2010/2011 WEB/AUDIOCONFERENCE SERIES

- February 16, 2011 John Joslin, **Planning to Keep Your Donors**
- March 2, 2011 Penelope Cagney, **The Secrets of Consultants**
- March 24, 2011 Jon Duschinsky, **Seriously Good Innovation... In Practice!**
- April 7, 2011 John Greenhoe, **Strengthening Foundation Relationships**
- April 20, 2011 Ted Hart, **Social Networking and Online Fundraising Success**
- May 4, 2011 Elizabeth Crabtree, **Managing Prospect Relationships and Fundraising Activity in a Campaign**
- May 19, 2011 Timothy Logan, **Developing a Planned Giving Marketing Plan**
- June 1, 2011 Elizabeth Crabtree, **Campaign Reporting**
- June 21, 2011* Jason Saul, **How to Raise More by Selling your Impact**
- July 13, 2011 Marty Martin, **When Raising Money 10 Legal Matters to Avoid**
- July 26, 2011 John Hicks, **Building Relationships that Pay Off**
- August 24, 2011 Linda Lysakowski, **Raising More Money From Your Business Community**
- September 15, 2011 Amy Eisenstein, **Face-to-Face Basics: Integrating Individuals into Your Development Plan**
- September 28, 2011 Ted Hart, **Nonprofit Internet Management Strategies, Tools and Trade Secrets**
- October 4, 2011 Monique Hanson, **Structuring Your Development Office for Success**
- October 27, 2011 June Bradham, Rachel Hutchisson & Tucker Branham, **From boomers to Echo boomers: Giving Across the Generations**
- November 1, 2011 Michael J. Rosen, **Donor Centered Planned Gift Marketing**
- November 17, 2011 Marcelo Iniarra, **Digital Mobilization on Giving**
- December 6, 2011 Sandy Rees, **Secrets of Success in the Small Shop**
- December 14, 2011 Adam Burk, **Building a Major Gifts Program through Integrated Solicitations**

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