



AFP Northeast Wisconsin Chapter 2021 Program Calendar

Programming Co-Chairs

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Do you have any new program ideas, contacts for speakers or suggestions for future content? Send us a note!

Register to attend any of these programs and learn more at www.afpnewi.org.

JANUARY 2021 <i>Focus: Virtual Fundraising</i>			
<p>Thursday, January 21 12:00 – 1:30 PM</p> <p>Schedule: 12:00 PM: Welcome! - Networking - Chapter Updates</p> <p>12:30 – 1:30 PM: Presentation & Questions</p>	<p>Chapter Program Topic: How to Create a Virtual-First Fundraising Strategy That Won't Age</p> <p>The global pandemic has forced nonprofits to rethink their fundraising strategies overnight. For many, this allowed them to reach a new segment of donors and supporters. With the vaccine in play, many nonprofits are asking if a return to the status quo for fundraising is possible.</p> <p>During this session, Justin will address why maintaining a virtual-first fundraising strategy is critical to your long- term success as a nonprofit and provide practical steps you can take to scale in 2021 and beyond!</p>	<p>Host(s): Justin Wheeler CEO/Co-Founder of <i>Funraise</i></p> <p>www.funraise.org</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: Members: \$10 Non-members \$15</p>
FEBRUARY 2021 <i>Focus: Refocus & Reset</i>			
<p>First Wednesday of Month February 3rd 8:30am – 9:30am</p> <p>Share, learn & enjoy networking time!</p>	<p>Morning Roundtable Topic: Looking Ahead & Planning for 2021</p> <p>Kicking off the new year of networking and discuss your nonprofit plans for 2021! Share ideas and brainstorm with fellow fundraisers in this open forum discussion to share ideas, resources and dive into how you are planning 2021! Are there any key points from Justin's program on virtual fundraising that you are implementing?</p>	<p>Host(s): AFP Board Member</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p>
<p>February 16 12:00 – 1:00pm</p>	<p>Chapter Program/Webinar –Discussion with Catapult Fundraising Topic: Pop Goes Development</p>	<p>Host(s): Paul A. Dunne, CFRE Senior Vice President</p>	<p>Location: VIRTUAL – ZOOM</p>

<p>Schedule: 12:00 PM: Welcome! - Networking - Chapter Updates</p> <p>12:15 – 1:00 PM: Presentation & Questions</p>	<p>As development professionals, we have the huge task of juggling many different segments of donor activities: major donors, direct mail, marketing, events, board relationships, and even planned giving. This presentation will help prioritize and give clarity to those individuals who always feel they are reacting rather than being proactive in their work to ensure the greatest return.</p> <p>This presentation is especially informative for smaller organizations where the development director is in charge of many different areas.</p>	<p><i>Catapult Fundraising</i></p>	<p>Registration Info: Members: \$10 Non-members \$15</p>
<p>February 24th 8:30am – 9:30am</p> <p>Share, learn & enjoy networking time!</p>	<p>*BONUS* Roundtable Chat Topic: <i>What is the CFRE credential and how can it help me as a fundraising professional?</i></p> <p>Please join Rudi Pakendorf, Campaign Director – Walsh & Associates, Church Fundraising Specialists and Amanda Moore, President – Moore Fundraising Solutions, both CFRE accredited professionals for a discussion all about CFRE designation.</p> <p>Whether you’ve never heard of CFRE, are interested in learning more, are in the process of attaining your certification, or have had it for years, you are welcome to attend and add to this discussion!</p>	<p>Host(s): AFP Board Member: Rudi Pakendorf Amanda Moore</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p>

MARCH 2021
Focus: Development Planning & Mentorships

<p>First Wednesday of Month March 3RD 3:30 – 4:30pm</p> <p>Share, learn & enjoy networking time!</p>	<p><u>Afternoon Roundtable</u> Topic: <i>Mentorships through AFP</i></p> <p>Are you a new fundraiser and you wish you had someone experienced you could consult when you have questions? Is fundraising part of your job, but you wish you knew more? Do you have experience in fundraising that you are willing to share? Then join us to explore joining AFP’s Mentorship program!</p> <p>At this mentorship kickoff event, you will hear from current mentors and mentees and – more important – you’ll participate in “speed dating” style networking with potential mentors and mentees. The conversation will be fun and meaningful, and you’ll get a chance to see whether you and another attendee “click”.</p> <p>Mentors need to be AFP members, but Mentees can be non-members. (Non-members pay a nominal \$30 fee to participate as mentees). At the end of our session, we’ll walk you through the process to apply for the program as a mentor or mentee.</p>	<p>Host(s): Lisa Strandberg <i>AFP Board</i> <i>Mentorship Chair and the Community Engagement Director for Pillars</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p> <p>Register at www.afpnewi.org</p>
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	<p>Questions? Feel free to contact AFP Mentorship program chair Lisa Strandberg at lstrandberg@pillarsinc.org or 920.734.9192. Or come and see, commitment-free!</p>		
<p>March 11th 9:00 – 10:30am</p> <p><u>Schedule:</u> 9:00am: Welcome / Updates 9:30 – 10:30am: Presentation & Questions</p>	<p><u>Chapter Program</u> <i>Topic: Using Energy Management to Generate Better Results</i></p> <p>What if your current thought patters and habits that led to your success are now holding you back from creating the results that you’re looking for? Or, what if there was another approach to getting the success you’re accustomed to without compromising what really matters?</p> <p>If we can’t determine what thought patterns and habits are supporting us or which ones are getting in the way of influencing the outcomes that we want, we will <u>always</u> be limited in our ability to create meaningful results. Exceptional leaders create exceptional results. What do they do differently? Exceptional leaders are those professionals who have the courage to observe their own behavior and commit to doing the hard work of making changes rather than being so focused on the behavior of others and wishing for them to show up differently.</p> <p>The good news is that there’s a simple model that all of us can use to observe the thought patterns and habits that are holding us back. More importantly, we can use it to skillfully manage our energy so that we can experience high performance along with health and happiness.</p> <p>Whether you’re already an exceptional leader or you’re on the journey to becoming one, we’ll explore this model and share our experiences in a fun and engaging workshop!</p>	<p>Host: Jonny Richard <i>Executive Coach</i> <i>Cause & Effect</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: Members: \$10 Non-members \$15</p> <p>Register at www.afpnewi.org</p>
<p>March 24TH 12:00 – 1:30pm</p> <p><u>Schedule:</u> 12:00pm: Welcome 12:15 – 1:30: Discussion and hands-on application</p>	<p><u>*EXTENDED* Roundtable</u> <i>Topic: Development Planning</i></p> <p>If anything in the past year has taught us, that even the best laid plans need to change; but the importance was having them down to begin with. Everyone approaches development plans differently, and in this session Cara and Jen will walk us through the exercise they both did when they approached development planning for their organizations, what they learned through the process and do some hands-on exercises to help you get started on your own!</p> <p><i>Key takeaways:</i></p> <ul style="list-style-type: none"> - Discuss what barriers and hurdles people have to creating a development plan - Start writing your own development plan and leave having an outline on what you have to complete 	<p>Host(s): Cara Gosse <i>VP Communications & Development – Family Services of Northeast Wisconsin</i></p> <p>Jenifer Allen, <i>Director of Strategic Engagement – InitiativeOne</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p> <p>Register at www.afpnewi.org</p>

APRIL 2021

AFP IDEA Month – Inclusion, Diversity, Equity & Access

<p>First Wednesday of Month April 7th 8:30am – 9:30am</p> <p>Share, learn & enjoy networking time!</p>	<p><u>Morning Roundtable</u> Topic: Diversity – Part I</p> <p>As your nonprofit is journeying through what Inclusion, Diversity, Equity & Access (IDEA) means for your organization, what resources are available to help you have meaningful conversations? This roundtable will be an opportunity have open discussion and learn what resources are available for AFP members through the global AFP IDEA group – as well as within our community.</p>	<p>Host(s): Nick Reising <i>AFP Board – Diversity & Inclusion Chair and the Director of Development for Fox Cities P.A.C.</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p>
<p>*April 28th & May 5th 1:00 – 2:30pm</p> <p>*A two-session webinar series hosted by NPLI and AFP Northeast WI Chapter.</p>	<p><u>Non-Profit Two-Part Webinar Series – PART 1</u></p> <p>Session 1 (April 28): Animate Your Advocates with Peer-to-Peer Fundraising</p> <p>Did you know donors are three times more likely to make a first gift to a nonprofit when asked by a friend, family member, or colleague, as opposed to a traditional ask from the organization? As the development landscape has shifted, empowering those closest to your mission to be fundraisers has never been more important.</p> <p><i>Key points from Session 1:</i></p> <ul style="list-style-type: none"> - Preparing and setting up your advocates for success in their Peer-to-Peer campaigning - Practical guidance on securing P2P stakeholder buy-in – board, staff, and volunteers - Tools, tricks and templates to maximize return on P2P fundraising 	<p>Presented by: Nonprofit Leadership Initiative and AFP Northeast WI Chapter</p> <p>Speaker: Jack Murphy Director of Community Impact, Network for Good</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: AFP Members: FREE CODE: AFP#P2P</p> <p>Non-Members: \$20</p> <p>Registration can be completed through the NPLI website</p> <p>Registration includes attendance for April 28th and May 5th sessions</p>
<p>April TBD – end of month</p>	<p><u>Monthly Roundtable – Part II *STILL IN DEVELOPMENT*</u></p> <p>What are the challenges our NP’s are facing here in the Valley? What are the barriers? Follow up roundtable with community leaders part of IMAGINE Fox Cities</p> <ul style="list-style-type: none"> - How do we talk about diversity? - What does it mean? 	<p>Host(s):</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p>

MAY 2021

Focus: Spring Fundraising Seminar

4.27 – registration deadline to guarantee receive book PRIOR to event

<p>First Wednesday of Month May 5th 3:30 – 4:30pm</p> <p>Share, learn & enjoy networking time!</p>	<p>Afternoon Roundtable *STILL IN DEVELOPMENT* <i>Topic: Engaging Youth in Philanthropy</i></p>	<p>Host(s): Michelle Dejno <i>AFP Board – Youth in Philanthropy Chair and VP with O’Connor Connective</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p>
<p>Wednesday, May 5th 1:00 – 2:30pm</p>	<p><u>Non-Profit Two-Part Webinar Series – PART 2</u></p> <p><i>Session 2 (May 5): Introduction to Network for Good</i></p> <p>Learn more about Network for Good to manage donor data and build donor relationships with the Jumpstart program.</p> <p><i>Key takeaways for Session 2:</i></p> <ul style="list-style-type: none"> - Learn how to acquire, retain, and upgrade individual donors amidst everyday resource constraints, like limited time and technology - Participant panel of local JumpStart users answering questions and sharing their experience in the JumpStart program 	<p>Presented by: Nonprofit Leadership Initiative and AFP Northeast WI Chapter</p> <p>Speaker: Jack Murphy Director of Community Impact, Network for Good</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: *included in the registration for April 28th session</p>
<p><u>1st Session Date</u> <i>Tuesday, May 11th</i></p> <p><u>Schedule:</u> 8:30am: Welcome & Logistics 8:45 – 10:45am: Presenter w/ 2 short stretch breaks 10:45am: Wrap Up</p> <p><u>2nd Session Date</u> <i>Tuesday, May 18th</i></p> <p><u>Schedule:</u> 8:30am: Welcome & Logistics 8:45 – 10:45am: Presenter w/ 2 short stretch breaks 10:45am: Wrap Up</p>	<p><u>Non-Profit Fundraising Seminar</u> <i>Topic(s): It’s Not JUST About the Donor: The Ultimate Guide to Major Gift Success</i></p> <p>These two, 2-hour presentations are intended to help you understand, as a leader, what your role is with major gifts and why it is so important to its success. It will give you an understanding of how major gifts work alongside your other fundraising strategies and help you realize how serving your donor is just as much part of your mission as the work you do every day to change the world.</p> <p>We will discuss the myths of major gifts, how to structure a successful major gifts program and help you understand the economics of how major gifts work and how to evaluate effectiveness.</p> <p>This presentation will be high energy, fun and engaging – most importantly interactive so that you can learn from your peers in the field.</p> <p>Knowledge domains of this seminar:</p> <ul style="list-style-type: none"> - <i>Securing the gift</i> - <i>Relationship building</i> - <i>Leadership and Management</i> - <i>Ethics and Accountability</i> 	<p>Presented by: AFP Northeastern Wisconsin Chapter and Non-Profit Leadership Initiative.</p> <p>Sponsored by United Way Fox Cities, Community Foundation for the Fox Cities Region and CLA</p> <p>Host(s): Jeff Schreifels <i>Senior Partner - The Veritus Group</i></p> <p><i>Author of books “It’s Not JUST About the Money” and “It’s Not JUST About the Donor” and co-</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: : \$25 <i>*Includes newly written book by Jeff and access to both virtual sessions.</i></p>

author of fundraising
blog "Passionate
Giving"

JUNE 2021

Focus: Tools for Success

<p>First Wednesday of Month June 2nd 8:30am – 9:30am</p> <p>Share, learn & enjoy networking time!</p>	<p><u>Morning Roundtable</u> Topic: Benchmarks, dashboards, etc.</p> <p>Benchmarks, dashboards and spreadsheets...oh my! Share ideas and brainstorm in this open forum discussion about what is working for you!</p> <ul style="list-style-type: none">- What metrics do you use to track internally?- Are there key reports you create and share with your board?- Do you have any stellar dashboards you use that have been particularly helpful for your team and/or organization? What metrics/benchmarks do you use and track internally? Reports to your board? Do you have any sweet dashboards that you use that have been particularly helpful?	<p>Host(s): AFP Board Member</p>	<p>Location: VIRTUAL – REMO</p> <p>Registration Info: FREE</p> <p>Register at www.afpnewi.org</p>
<p>June XX (front end) 12:00 – 1:30pm</p> <p>Schedule: 12:00 PM: Welcome! - Networking - Chapter Updates</p> <p>12:30 – 1:30 PM: Presentation & Questions</p>	<p><u>Chapter Program:</u> Topic: The Science of Focus: what to do with information when you receive it</p> <p>There are four ways you can process information when it gets to you, so what's the most efficient? In this one-hour program we will explore:</p> <ul style="list-style-type: none">- Mindset related to turning off distractions (no more alerts!)- Prioritize what to do with information going at you- Structure your inbox so you are focused on things that need your attention <p><i>This program is brought to our chapter by Heidi Dusek with the J. J. Keller Foundation.</i></p>	<p>Host(s): Vendor of Effective Edge</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: Members & Non- Members: FREE</p>
<p>June 28 – 30, 2021</p>	<p><u>Conference Opportunity</u> Topic: AFP ICON</p> <p>The world's largest conference for fundraising professionals. Registration available online through AFP global.</p>	<p>AFP International</p>	<p>Minneapolis, MN & Virtual</p>

JULY

Focus: Sweet Summertime

<p>First Wednesday of Month July 7th 3:30 – 4:30pm</p>	<p><u>Afternoon Roundtable</u> Topic: Org structures to support development</p>	<p>Host(s): AFP Board Member</p>	<p>Location: VIRTUAL – ZOOM</p>
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Share, learn & enjoy networking time!	Organizations both small and large have different structures – but how do you determine what works? In this open forum roundtable we'll share with each other: <ul style="list-style-type: none"> - What does your development team structure look like? - How is your team aligned with leadership and/or other departments? - Challenges and/or perks with current structure? - Are you outsourcing specific tasks or considering this to help create efficiencies? 		Registration Info: FREE
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AUGUST
Focus: Year End Prep

First Wednesday of Month August 4th 8:30 – 9:30am Share, learn & enjoy networking time!	<u>Morning Roundtable *STILL IN DEVELOPMENT*</u> Topic: Membership / TBD <i>AFP Membership focus...what are the perks, ways to get involved, etc?</i>	Host(s): Amanda Moore & Kasha Huntowski <i>AFP Board – Membership Co-Chairs</i>	Location: VIRTUAL – ZOOM Registration Info: FREE
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TBD – August 2021	<u>*Conference Opportunity</u> Topic: Fundraising Day WI A full day of professional development, workshops, luncheon & social hour.	Presented by Greater Madison & Southeastern AFP chapters	TBD
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August 26 12:00 – 1:30pm <u>Schedule:</u> 12:00 PM: Welcome! - Networking - Chapter Updates 12:30 – 1:30 PM: Presentation & Questions	<u>Chapter Program</u> Topic: “Inside the Mind of the Planned Giving Donor: What Neuroimaging and Experimental Research Reveal about Donor Motivations” Reporting results from his research at the Texas Tech Neuroimaging Institute, Dr. James reveals the latest insights into how donors engage in charitable bequest decision-making. These findings come together to reveal the deep processes of donor decision-making in planned giving. Not just an academic presentation, this session presents practical, effective, and tested approaches to encourage generosity among planned giving donors. https://www.linkedin.com/in/encouragegenerosity/	Host(s): Dr. Russel James <i>Professor of Charitable Financial Planning at Texas Tech University</i>	Location: VIRTUAL – ZOOM Registration Info: Members: \$10 Non-members \$15
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SEPTEMBER
Focus: Storytelling & Appeals

First Wednesday of Month September 1st	<u>Afternoon Roundtable *STILL IN DEVELOPMENT*</u> Topic: TBD	Host(s): AFP Board Member	Location: VIRTUAL – ZOOM
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<p>3:30 – 4:30pm</p> <p>Share, learn & enjoy networking time!</p>			<p>Registration Info: FREE</p> <p>Register at www.afpnewi.org</p>
<p>*week of 9.13 or 9.20* September XX^d 12:00 – 1:30pm</p> <p><u>Schedule:</u> 12:00 PM: Welcome! - Networking - Chapter Updates</p> <p>12:30 – 1:30 PM: Presentation & Questions</p>	<p>Chapter Program *STILL IN DEVELOPMENT* <i>Topic: Storytelling Workshop Focused on Non Profit Organizations</i></p> <p><i>Why is story telling important?</i></p>	<p>Host(s): Tara Pohlkotte <i>Founder of Storycatchers</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: Members: \$10 Non-members \$15</p> <p>Register at www.afpnewi.org</p>

OCTOBER
Focus: Fundraising Ethics

<p>First Wednesday of Month October 6th 8:30am – 9:30am</p> <p>Share, learn & enjoy networking time!</p>	<p>Morning Roundtable *STILL IN DEVELOPMENT* <i>Topic: Ethics</i></p>	<p>Host(s): Rudi Pakendorf <i>AFP Board – Ethics & Governance Chair</i></p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE Register at www.afpnewi.org</p>
<p>October 14th 8:00am – 12:15pm</p>	<p>Conference Opportunity <i>Business & Ethics Summit</i> Keynote Speaker: Andy Fastow</p>	<p>Host(s): Samaritan Counseling</p>	<p>TBD</p>
<p>October XX TBD</p>	<p>Nonprofit Conference *STILL IN DEVELOPMENT* <i>Topic:</i></p>	<p><i>Workshop hosted by CMFVR, UWFC, NPLI, CLA & AFP NEWI</i></p>	<p>TBD</p>

NOVEMBER
Focus: Celebrate Philanthropy

<p>First Wednesday of Month November 3rd 3:30 – 4:30pm</p> <p>Share, learn & enjoy networking time!</p>	<p>Afternoon Roundtable *STILL IN DEVELOPMENT* <i>Topic: Year End Giving / Support for AFP Chapter</i></p>	<p>Host(s): AFP Board Member</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p>
<p>November 1 – 3, 2021</p>	<p>Conference Opportunity <i>Nonprofit Storytelling Conference</i> A conference like no other for the entire team.</p>	<p>Various Speakers</p>	<p>San Diego, CA & Virtually</p>
<p>November XX (TBD) Full Conference 8:15am – 3:00pm</p> <p>Award Celebration Luncheon 11:15am – 1:00pm</p>	<p>Conference Opportunity *STILL IN DEVELOPMENT* <i>Topic: National Philanthropy Day</i> Focus on philanthropy / giving and NOT specific fundraising training</p>	<p>Speakers TBD</p>	<p>TBD</p>
<p>DECEMBER <i>Focus: Stewardship</i></p>			
<p><i>First Wednesday of Month</i> December 1st 8:30am – 9:30am</p> <p>Share, learn & enjoy networking time!</p>	<p>Morning Roundtable *STILL IN DEVELOPMENT* <i>Topic: Takeaways from the Year</i></p>	<p>Host(s): AFP Board Member</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: FREE</p>
<p>December TBD 12:00 – 1:30pm</p> <p><u>Schedule:</u> 12:00 PM: Welcome! - Networking - Chapter Updates</p> <p>12:30 – 1:30 PM: Presentation & Questions</p>	<p>Chapter Program *STILL IN DEVELOPMENT* <i>Topic(s): TBD</i></p> <p>PENDING PROGRAM:</p>	<p>Host(s): *pending*</p>	<p>Location: VIRTUAL – ZOOM</p> <p>Registration Info: Members: \$10 Non-members \$15</p>
<p>December XX 4:00 – 5:00pm</p>	<p>Year End Social <i>Topic: Let's celebrate 2021!</i> Get some chapter updates and have fun as we celebrate the year we all had and look forward to the new one!</p>	<p>Host(s): AFP Board Member</p>	<p>TBD</p>

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Please check the chapter website www.afpnewi.org for the latest updates and news.