



PHILANTOPICS

Association of Fundraising Professionals

February 2008

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Who to Call

NEWSLETTER QUESTIONS?

Rich Draeger 309-655-1348

Rich_Draeger@usc.salvationarmy.org

MEETING RESERVATIONS?

Gloria Dearborn 309-671-1094

devlpmt@peoriasymphony.org

ADDRESS/CONTACT CHANGES?

Heather Wolbeck 309-643-9236

hwolbeck@sbcglobal.net

February Meeting

WHAT?

Major Gifts

WHEN?

Wednesday, February 13

WHERE?

The Peoria Art Guild

“Major Gifts-Ways to Get Them and The Steps To Take”

The topic of the February 13 AFP Chapter program is “Major Gifts – Ways to Get Them and The Steps To Take.” Robert J. Crandall, CFRE, presents a unique discussion about the cultivation process and the steps to acquire and maintain a major gift donor. Techniques will be presented and some of the nuances to help them work for you. Be sure and bring your questions.

Bob is the president of Robert J. Crandall & Associates in Wabash, Indiana. With a quarter century of fundraising experience, one of his primary areas of expertise is training for major gift solicitation and establishing major gift programs. Bob holds a BA degree in psychology and history from the University of Sioux Falls and an MAT in education from the University of St. Thomas in St. Paul, Minnesota. His fundraising experience covers a wide range of non-profits from universities and colleges to churches and social services to high schools and organizations for individuals with developmental disabilities.

With a background in teaching, he completed the second AFP Faculty Training Academy. He is a motivational speaker, presenter and discussion leader at both national and international AFP conferences. Most recently he served for six years on the AFP Foundation for Philanthropy Board. In 2007, he was the Vice Chair for Fundraising for the AFP Foundation annual campaign.

At the inaugural AFP Leadership Academy, October 11 and 12, 2007,



Robert J. Crandall, CFRE

Robert J. Crandall & Associates

Bob was awarded the prestigious Barbara Marion Award for leadership and service to AFP.

The February 13 AFP program will be held at the Peoria Art Guild located at 203 Harrison Street in Peoria. The cost is \$15 for AFP members and \$20 for guests. Registration is at 11:30 a.m., lunch is provided at 11:45 a.m. and the presentation begins at 12:00 p.m.

Directions

From Bloomington: Take I-74 West towards Peoria. Take the Riverfront Drive, Exit 94 towards downtown. Take the Washington St., IL-40 ramp. Cross over the bridge. Turn right onto SW Adams St. Turn right onto Harrison Street.

Reservations

To RSVP, contact Gloria at devlpmt@peoriasymphony.org.

Reservations are due by February 11. (Form on Page 4)

***Position Opening-Illinois Central College Educational Foundation
Development Officer
Scholarships and Fundraising Events***

Illinois Central College Educational Foundation is seeking a qualified individual to coordinate and manage special events and the scholarship program. Characteristic duties and responsibilities include, but are not limited to: coordinating external fundraising events including securing underwriting for these events and working with board and volunteers on the Special Events Committee. The Scholarship program duties include: working with donors to establish scholarship agreements; developing promotional strategies to enhance the scholarship program; developing guidelines and recommending policy concerning the establishment and administration of scholarships; coordinating the annual Scholarship Selection Committee; coordinating the renewal of annual scholarships; working closely with the Financial Assistance Office to support the administration of the scholarships; identifying, educating, cultivating, and soliciting individual and corporate gifts for the above; and establishing and adhering to the budget for the above.

NECESSARY QUALIFICATIONS

Associate's degree or a combination of education and experience; knowledge of the principles and practices of fundraising; Microsoft Word and general database knowledge; strong oral, written and interpersonal communication skills; detail oriented. Must have the ability to provide leadership for large civic events and maintain effective working relationships with other people.

DESIRABLE QUALIFICATIONS

Bachelor's degree; three years of fundraising experience; and knowledge of Excel and Access.

APPLICATION PROCEDURE

Qualified individuals should submit a cover letter, resume, application, and transcripts to: Vickie Spring, Employee Services, Room 339G, Illinois Central College, One College Drive, East Peoria, IL 61635-0001. A professional application can be downloaded from www.icc.edu/jobs. Review begins January 3, 2008.

Upcoming Central Illinois AFP Meetings

- March 12th- "Board Building & Development" with speaker Carol Weisman-half day program at Eureka College
- April 9th - "Professional Etiquette" with speaker Elizabeth Reutter at Lindsay's on Liberty
- May 14th- "Positioning for a Successful Capital Campaign"

Position Opening-ywca Peoria Development Director

Experienced in fund development? If so, we have an exciting opportunity for a Development Director in our Peoria office. The Development Director is responsible for planning and coordinating all fundraising events, including annual giving and special events. The Development Director will consult with other staff in the writing of proposals and grants.

The Development Director will work with corporations, foundations, individual funders and private donors. The ideal candidate will have fund development experience, not-for-profit experience preferred. She or he will also have experience with various computer programs, including donor database and web design. This person will oversee all marketing efforts for the **ywca peoria**.

The Development Director will be a direct liaison for public speaking and media events and coverage. This person will work closely with our Board, committees, donors, members and volunteers. In this management position, you will oversee our donor database and maintain records.

A bachelor's degree in communications, marketing or other related field is preferred.
Excellent oral and written communication skills necessary.

Salary based on experience. Great benefit package includes healthcare, paid vacation, sick & personal days and retirement plan. Send resume to: ywca peoria at 1013 W. Lake Avenue, Peoria, IL 61614 or contact Kelly Schuetz at 309/685-7655, ext. 204 or kellys@ywcapeoria.org.

The AFP Central Illinois Chapter Is Now Online! Check Us Out!

Check out the Central Illinois Chapter of AFP online at our new website:
www.afpcentralillinois.org

Visit us on the web and find out more about our chapter, meet your board members, find valuable membership information and look at our calendar of events.

Thanks to Lisa Murphy Web Design for her help in designing and creating our new chapter website!

We want to hear from you!

Do you have any suggestions for the newsletter?
Is there information you would like to see us provide to you
that would be helpful in your fundraising career?

If so, contact Rich Draeger at rich_draeger@usc.salvationarmy.org.



***“Major Gifts-Ways to Get
Them and The Steps To Take”***

Wednesday, February 13

Peoria Art Guild

Registration at 11:30 a.m., Lunch at 11:45 a.m.

Program begins promptly at 12:00 p.m.

Robert J. Crandall, CFRE

Robert J. Crandall & Associates

Name: _____ Organization: _____

Address: _____ City/State/Zip: _____

Phone: _____ E-Mail: _____

\$15 per member \$20 per guest Amount Enclosed \$ _____

To make your reservations for the February meeting, contact Gloria Dearborn at devlpmt@peoriasymphony.org.

Please send this form with a check marked “February” payable to: **AFP Central Illinois Chapter**

Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601

RESERVATIONS ARE DUE BY February 11.