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Who to Call

NEWSLETTER QUESTIONS?

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MEETING RESERVATIONS?

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May Meeting

WHAT?

Involving Your Board In Fundraising

WHEN?

Thursday, May 3

WHERE?

University of Illinois
College of Medicine, Peoria

PHILANTOPICS

Association of Fundraising Professionals

May 2007

Involving Your Board In Fundraising

The May AFP Chapter meeting will be held on Thursday, May 3 at the University of Illinois College of Medicine in Peoria. This live audio conference will feature Sandra Renner, CFRE, a well known consultant and fundraising expert. She will present on strategies for *Involving Your Board In Fundraising*.

If the description "fundraising board" doesn't apply to your board or if you are trying to develop a group of fundraising volunteers, then this session is for you. Not all boards or volunteers will become our ideal fundraisers, but all boards can help with fundraising and this session will show you how. Learn strategies and tips for engaging and training even the most reluctant boards in fundraising. While the session will focus on boards, many of these strategies are effective for volunteer fundraising committees as well.

Attendees will understand why board members are reluctant to fundraise, learn at least ten ways to engage the board in fundraising, understand how to conduct fundraising training for their board and will leave with a plan for engaging their board in fundraising.

Sandra Renner, CFRE has more than twenty-five years experience in the not for profit sector. Her expertise includes major gifts, development assessments, training, board development, and fundraising planning. As a consultant with a national firm and then her own consultancy, Sandra has worked with more than 80 local and national organizations, directing numerous successful campaigns and helping clients raise millions of dollars, attract new donors, and significantly enhance their infrastructure and volunteer leadership.



Sandra Renner, CFRE
Fundraising Consultant

Sandra is an adjunct faculty member on fundraising at the Elliott School of International Affairs at The George Washington University and a peer reviewer for Maryland Nonprofit's Standards of Excellence. She is a member of the Association Foundation Group, the Consultants Consortium, International AFP's Committee on Diversity, and the AFP Greater Washington, DC Chapter.

The May 3 program will be held at the University of Illinois College of Medicine located at One Illini Drive in Peoria. The cost is \$15 for AFP members and \$20 for guests. **Registration is at 11:15 a.m., lunch is provided at 11:30 a.m., and the presentation begins at 12:00 p.m. and concludes at 1:30 p.m.**

Participation in this session qualifies for 1.5 points toward CFRE education requirements.

Directions are provided on page two.

**For reservations, contact
Gloria Dearborn at
devlpmt@peoriasymphony.org.**



**Sandra Renner, CFRE
Fundraising Consultant**

Involving Your Board In Fundraising

International AFP Audio Conference

Thursday, May 3

University of Illinois College of Medicine, Peoria

Room A 200-2

****Sign in at the front desk. Proceed upstairs and to the right.

****Registration at 11:15 a.m., Lunch at 11:30 a.m.
Program is from 12:00 p.m.-1:30 p.m.

DIRECTIONS

From Westbound I-74- Exit at "Flyover" Ramp (Exit 94) and continue north over the Bob Michel Bridge. Continue on Kumpf Blvd. to Main Street (curve to the right around the North Civic Center parking lot as Kumpf Blvd splits) - follow the I-40 sign onto Perry. Turn left at Main Street and left at Kumpf Blvd-Glendale Ave. Make an immediate right turn into the University of Illinois grounds. The visitors' parking lot is the first lot on the left. The gate to the parking lot will rise as you approach it; **a token is required to exit the lot - this will be provided at the meeting.**

From Eastbound I-74- Exit at University Street (Exit 91) South. Turn left (east) onto Main Street (second stoplight). Proceed eastbound on Main Street. Main Street curves and descends a steep hill. Turn right at the base of the hill onto William Kumpf Blvd (stop light). Make an immediate right turn into the University of Illinois grounds. The visitors' parking lot is the first lot on the left. The gate to the parking lot will rise as you approach it; **a token is required to exit the lot - this will be provided at the meeting.**

Name: _____

Organization: _____

Address: _____ City/State/Zip: _____

Phone: () _____ E-Mail: _____

\$15 AFP Members \$20 Guests Amount Enclosed \$ _____

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

Please send this form with a check marked "May" payable to **AFP Central Illinois Chapter** to:

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

RESERVATIONS ARE DUE BY May 2.

***Get to Know Sarah Chaddock!
AFP Central Illinois Chapter Board Member***



What is your professional job title and role on the AFP Board of Directors?

I am a Major Gifts Officer for Children's Hospital of Illinois and OSF Saint Francis Medical Center Foundation. I am a member at large on the board and have chaired National Philanthropy Day for the previous 2 years.

How long have you been there?

I have been with OSF for nearly 2 years and have been fundraising in the Peoria community for 4 years.

What type of education and degrees do you hold?

I have a Bachelor of Science degree from the University of Illinois, Urbana-Champaign in Animal Science with a minor in Chemistry (random fact that probably makes me unique in the Central Illinois fundraising community). I also have an EdM (Masters of Education) from the University of Illinois, Urbana-Champaign in Higher Education Administration (basically an MBA type degree for academia).

What are your responsibilities?

I am responsible for all major gifts & planned giving; however, because we are a small department, I also assist with annual gifts and related activities. We consider major gifts to be gifts of \$10,000 or more.

Why did you get into fundraising?

I was recruited for the Student Advancement Committee for the College of Agriculture (ACES) at U of I. I interviewed and was selected for the Committee. It is basically a group of students selected to help further the fundraising efforts of the College. I loved it. I then applied for a summer job in the ACES Development Office and ended up working there for 2 years. It was too late to change my major and U of I really didn't offer a degree in fundraising, so I decided to go to graduate school, so I could gain more experience in Development. I convinced the ACES Development Office to let me stay (they had never had a graduate student before) and they committed to letting me work roughly 30 hours a week to gain more experience. When I finished with college, I had over four years of real fundraising experience before my first real full-time job. I was very fortunate.

Why do you continue to be a fundraiser?

I enjoy it. I think you have to be passionate to be successful in this type of work, and I have been fortunate to find a cause that I can be passionate about. Donors can see through fundraisers that do not feel strongly about the organization they represent. I think it is a wonderful career, but also a challenging career. You don't always see the fruit of your work, but I truly see it as an opportunity to be a conduit to making a difference. What better job can you imagine than being a part of helping someone making a dream come true? For so many donors, they have a dream, and it is my job to help them make that dream a reality.

What's the best thing about job?

The best part about my job is meeting people, getting to know the community, and knowing that I am helping make a difference in lives of families in Central Illinois.

Is there anything personal you would like to share?

I am an avid Illini fan. My husband and I met there, and that is how I ended up in Peoria. I am originally from a small town called Gardner, 60 miles Southwest of Chicago.

Upcoming AFP Chapter Meetings

- **Government Relations and Fundraising, August 8, 2007**
- **Strategic Planning, Dr. Aaron Buchko, September 12, 2007**
- **Conversations with Donors, Donor Panel, October 10, 2007**
- **National Philanthropy Day, November 14, 2007**
- **Internet Giving, December 12, 2007**



Central Illinois Chapter
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