



2016 WEBINAR SERIES

Fundraiser Education for the 21st Century

Select your webinars and register today!

- ❑ January 12, 2016, Tuesday
GETTING STARTED IN CHARITABLE GIFT PLANNING
BRIAN SAGRESTANO, J.D., CFRE & ROBERT WAHLERS, CFRE
- ❑ January 27, 2016, Wednesday
FUNDRAISING WITH MOBILE
DARIAN RODRIGUEZ-HEYMAN & MATT BAUER
- ❑ February 11, 2016, Thursday
MONEY WELLNESS: UNLEASH THE POWER TO BIG GIFTS
LAURA FREDRICKS, J.D.
- ❑ February 23, 2016, Tuesday
STORYTELLING FOR FUNDRAISERS
TOM AHERN
- ❑ March 7, 2016, Monday
ON BEYOND SOCIAL: INBOUND MARKETING FOR FUNDRAISERS
SHAUN LYNCH, CFRE
- ❑ March 29, 2016, Tuesday
FIVE SIMPLE STRATEGIES TO BOOST DONOR RETENTION
SHANON DOOLITTLE
- ❑ April 11, 2016, Monday
MID-LEVEL DONORS
MARK ROVNER
- ❑ April 27, 2016, Wednesday
BEYOND THE BUZZWORDS: PROVEN DIGITAL STRATEGIES FOR FUNDRAISING
CLAIRE KERR
- ❑ May 10, 2016, Tuesday
FULL SPEED AHEAD! LESSONS FROM THE FAST LANE IN TAKING YOUR SMALL SHOP TO THE NEXT LEVEL
AMY WOLFE, CFRE
- ❑ May 26, 2016 Thursday
HOW TO MAKE A SUCCESSFUL CALL ON A MAJOR DONOR PROSPECT
GAIL PERRY, CFRE
- ❑ June 13, 2016, Monday
HOW SOCIAL JUSTICE FUELS PHILANTHROPY
SIMONE JOYAUX, ACFRE
- ❑ June 28, 2016, Tuesday
THE FUTURE OF FUNDRAISING: HOW DIGITAL TECHNOLOGIES AND STRATEGIES WILL CREATE YOUR NEXT GEN DEVELOPMENT OPERATION
MICHAEL GREENBERG & GREG WARE
- ❑ July 11, 2016, Monday
NONPROFIT VIDEOS (ON A BUDGET) THAT ENGAGE AND RETAIN DONORS
STEVEN SHATTUCK
- ❑ July 27, 2016, Wednesday
STRATEGIC DOING: MAKING PLANS THAT IMPACT
BEN MOHLER, ACFRE
- ❑ August 9, 2016, Tuesday
ENGAGE YOUR BOARD IN FUNDRAISING
SANDY REES, CFRE
- ❑ August 31, 2016, Wednesday
CORPORATIONS AND WHAT THEY WANT IN TODAY'S WORLD OF EMPLOYEE ENGAGEMENT
RACHEL HUTCHISSON
- ❑ September 12, 2016, Monday
THE 5 THINGS YOU NEED TO KNOW TO RUN A SUCCESSFUL MONTHLY GIVING PROGRAM
HARVEY MCKINNON & ROSEMARY OLIVER, CFRE
- ❑ September 20, 2016, Tuesday
RELATIONSHIP FUNDRAISING – WHERE DO WE GO FROM HERE?
ADRIAN SARGEANT, PH.D., & IAN MACQUILLIN
- ❑ September 29, 2016, Thursday
UNDERSTANDING HOW AND WHY MILLENNIALS GIVE
DERRICK FELDMANN & S. MICHELLE CLINE, J.D.
- ❑ October 11, 2016, Tuesday
THREE STEPS TO A FANTASTIC BOARD RETREAT
AMY EISENSTEIN, ACFRE
- ❑ October 24, 2016, Monday
BUILDING A HOLISTIC APPROACH TO GRANT SEEKING
CYNTHIA ADAMS & MONIQUE HANSON
- ❑ November 7, 2016, Monday
THE IMPORTANCE AND OPPORTUNITY OF DIVERSITY AND INCLUSIVENESS IN FUNDRAISING
ANNE BRENNAN, GINA FLORES & KRISHAN MEHTA
- ❑ November 29, 2016, Tuesday
HIGH NET WORTH DONORS
CLAIRE COSTELLO
- ❑ December 5, 2016, Monday
STATE OF THE SECTOR REVIEW & FORECAST
ANDREW WATT, FINSTF
- ❑ December 13, 2016, Tuesday
COLD CALLING AND PROSPECTING FOR DEVELOPMENT OFFICERS
ARMANDO ZUMAYA

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For more information contact proadv@afpnet.org.