

Letter from the President

We have so much to be proud of in the Cincinnati philanthropy world. Hopefully you saw our recent full-page article and advertisement in The Core special insert of the May 10, 2013 Business Courier. In that article, we shared that thousands of people are out there every day showing their love for the city and our nonprofit organizations by donating their financial resources and their time on a regular basis. According to a study in *Chronicles of Philanthropy, How America Gives*, Hamilton County ranks 59th out of 3,115 counties in the United States with a total giving level of \$462.6 million dollars. The median contribution in Cincinnati is \$2,306; median discernible income is \$52,576 and the percentage of income given is 4.4%. Other studies place Greater Cincinnati as the leading metropolitan region for giving in Ohio. Stop to think about that for a moment – Cincinnati is in the TOP 60 in the nation for giving and we are the leading region in Ohio! Those are very impressive numbers and if that doesn't give credibility to the field of fundraising, I don't know what will. We are all

instrumental in making our area the leading region in Ohio. We're nurturing our donor relationships to ensure those contributions are happening.

At the AFP International Conference, the Greater Cincinnati Chapter was recognized for three 2012 outstanding achievements...

- Chapter Ten Star Award - The Chapter Ten Star Award honors those chapters who have accomplished many of the key objectives outlined in the Strategic Plan. The award encourages chapters to perform specific activities designed to increase professionalism within fundraising and public awareness of philanthropy.
- Friends of Diversity Designation - The Friends of Diversity Designation recognizes those chapters who have accomplished many of the key objectives outlined in the advancing diversity strategic goal. This designation encourages chapters to perform specific activities

Continued on page 3

MISSION STATEMENT

AFP Greater Cincinnati Chapter, an association of professionals, advances philanthropy by enabling its members and nonprofit organizations to practice ethical and effective fundraising that changes our community for the better.

The Association of Fundraising Professionals (AFP) represents more than 30,000 members in 200 chapters throughout the world, working to advance philanthropy through advocacy, research, education and certification programs. The association fosters development and growth of fundraising professionals and promotes high ethical standards in the fundraising profession.

SAVE THE DATE

**Networking & Knowledge Breakfast
"Giving USA Presentation"**

August 7, 2013

7:45 a.m. Registration

8:00–9:00 a.m. Presentation

Junior League Building Columbia Center

2013 AFP Greater Cincinnati Chapter Officers & Board of Directors

Chapter Officers

President

Betsy Baugh

Clovernook Center for the Blind

Past President (Sponsorships)

Danielle Gentry-Barth, CFRE

Cincinnati Youth

Collaborative

President Elect (Diversity)

Meghan Cummings, CFRE

The Women's Fund of

the Greater Cincinnati

Foundation

Secretary

Chris Martin

United Way of Greater

Cincinnati

Treasurer (PGC Liaison)

Patricia Rosely

Playhouse in the Park

Board of Directors

Vice Presidents of Education

Matthew Hughes

John Olberding

Vice Presidents of Communications

Ken Coggeshall

Heather Sherwood

Directors of National Philanthropy

Day

Lisa Brown

Liz Flynn

Directors of Membership

Katherine Beck, CFRE

Mellissa Gayer

Director of Newsletter

Adam Behm

Director of Certification

Vanessa Mosley, CFRE

Director of Ethics

John Banchy

Director of Mentoring

Jessica Salyers

Director of Strategic Planning

Sydney Schnurr

Director of Scholarship

Victoria Parks

Director of Every Member

Campaign

Sparkle Worley

Director of Fundamentals

Nadyne Hayden

Director of Networking &

Knowledge

Megan Seibert

Members-at-Large

Jill Miller



AFP Board Members 2013

Front Row: Betsy Baugh, Mellissa Gayer, Chris Martin, Jill N. Miller, Patty Rosely, Nadyne Hayden, Adam Behm, Jessica Salyers, Victoria Parks, Danielle Gentry-Barth, CFRE

Back Row: Matt Hughes, Kitty Beck, CFRE, Lisa McDaniel Brown, Liz Flynn, Meghan Cummings, CFRE, Ken Coggeshall, John Olberding

Not pictured: John Banchy, Vanessa Mosley, CFRE, Sydney Schnurr, Megan Seibert, Heather Sherwood, Sparkle Worley

Newsletter design provided by

Photonics Graphics Inc.

www.photonicsgraphics.com

Providing creative, thoughtful solutions for web and print to non-profits for over twenty years.

We Gratefully Acknowledge Our 2013 Newsletter Contributors:

Betsy Baugh

Kitty Beck

Lisa Brown

Ken Coggeshall

Meghan Cummings

Alison DeFisher

Beth Dochinger

Liz Flynn

Matthew Hughes

Vanessa R. Mosley

John Olberding

Victoria Parks

Jessica Salyers

Megan Seibert

Sparkle Worley

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This newsletter may contain links to web sites that are created and maintained by other organizations. The Newsletter does not necessarily endorse the views expressed on these web sites, nor does it guarantee the accuracy or completeness of any information presented there.

Letter from the President *(Continued)*

designed to increase diversity within fundraising and public awareness of the importance of philanthropy in all cultures.

- Chapter Incentive Program Highest 2012 Membership Growth - an analysis was done on the highest percentage of growth and retention for 2012 as well as the highest percentage of growth and retention over the prior three years for each like size chapter grouping. The Greater Cincinnati Chapter won the 251-400 member Chapter Grouping category for highest 2012 Growth with 11.77%.

Take time to today to pat yourself on the back for a job well done! You are truly making a difference in your organization,

in our chapter and in our community.

A sincere thank you from all of us at AFP Greater Cincinnati Chapter! Have a great summer!

Thank you for choosing to be an AFP Greater Cincinnati Chapter member!



Sincerely,

A handwritten signature in black ink that reads "Betsy Baugh".

Betsy Baugh

President

AFP Greater Cincinnati Chapter

Fast and Furious — Fundamental of Fundraising Spring Course

By Matthew Hughes

The Association of Fundraising Professionals (AFP) gave new meaning to the Fast and the Furious when it offered its first Fundamental of Fundraising (FOF) Spring Course on April 12 and 13 at the Urban League of Greater Cincinnati's headquarters on Reading Road in Avondale.

AFP board member and Director of Fundamentals, Nadyne Hayden, organized the two day intensive training for newcomers to the development world. Instructors included John Olberding, Vanessa Mosley, Matt Hughes, Patricia Ragio, Betsy Baugh and Stephen Rosfeld.

The regular FOF course is normally offered in the fall by the AFP, and spread out over a two-month time frame. The FOF Sprint Course was offered this year in part due to the AFP Diversity Committee's New Faces in Fundraising initiative, a program designed to expose minority individuals to a career in development. A key piece in educating these students to a potential career in fundraising, was the FOF course. Their ability to attend the course was made possible by a grant from the Greater Cincinnati Foundation.

"We provided participants with a lot information in a compressed time period," said Ms. Hayden. "With the help of some great instructors and the wealth of knowledge they brought to the course, I think we were successful in providing everyone with a great foundation of what a career in fundraising is all about."

To CFRE Or Not To CFRE? There Is No Question!

By Vanessa R. Mosley

AFP Greater Cincinnati is proud to offer a comprehensive information, review and study program to help fundraising professionals succeed in achieving their certification. In the Spring of 2012, we offered an information session entitled “The 411 On The CFRE.” In September, we hosted a very well-attended CFRE Review Course. We are proud to report that, of the 15 course attendees, 7 have already achieved their certification! We congratulate:

Molly Bell	Kirby Neumann
Julie Budden	Melanie Norton
Meghan Cummings	Janice Way
Maureen Gregory	

If you have been considering certification but haven't made up your mind to move forward, here are the top 10 reasons to certify:

- Increases credibility
- Improved career opportunities
- Prepares for greater responsibility
- Develops skills and knowledge
- Yields greater earning potential
- Demonstrates commitment
- Enhances professional image
- Reflects achievement
- Enriches self-esteem
- Fosters peer recognition

The application process is easy! Go to www.cfre.org and begin your online application today. Your information will be saved so you can take as long as you need to complete the application process.

If you should have any questions, please contact our chapter CFRE Director, Vanessa R. Mosley, at 513-872-6029.

One on One with New AFP Greater Cincinnati Board Members

Ken Coggeshall



**AFP Board: Co-VP of Communications Committee
Donor Relations Manager at The Children's Home of Cincinnati**

When did you start your fund-raising career?

In 2004 at the National Democratic Institute (NDI) in Washington, D.C.

Why are you involved in philanthropy and fund-raising?

Working in the for-profit sector has always held exactly zero interest for me. Trying to convince people to buy deodorant or cars or highly complicated financial instruments just doesn't sound to me like a great way to spend my time. Not that there are fine, intelligent, well-intentioned people in the world of capitalism. There are – I've met plenty of them. But from the time I was a little kid I always thought of myself as being involved either in government or some artistic or humanitarian field. I began my career as a social worker and spent ten years doing that. After getting an MPA in Non-Profit Management, I fell rather accidentally into fundraising and have been here ever since. I've gotten the chance to work for a lot of great causes that are helping a lot of people. So, that's pretty fulfilling.

What has been your most memorable experience as a fund-raiser?

Gosh, there have been lots of them. Organizing a fundraising event on behalf of former Secretary of State Madeleine Albright was a pretty cool one. Managing a benefit rock concert at the Hard Rock Café in Times Square was pretty groovy too. Raising money for and then participating in a two-week vision clinic in Jodhpur, India was truly remarkable. One cannot witness poverty and dire need like that without being changed by it in some way.

If you could change one thing about fund-raising, what would it be?

The hours. No seriously, I guess I would like to see organizations put more resources into their fundraising efforts. For example, nearly everywhere I have worked and almost everyone I know in fundraising has to deal with a

Development office that is chronically understaffed. In order to make money, you gotta spend a little of it. I wish there was more recognition of that fact.

What is the best career advice you ever received?

When I was a carpet cleaner, then a drywall scrapper, then a bill collector, then a hod carrier, then a roofer, then an asphalt layer, then a janitor - always the same: "Maybe this isn't the line of work for you."

Tell us something unique about yourself.

I have never seen the film "E.T." Not even one minute of it. I have also been the lead singer in various hard rock/heavy metal bands since I was thirteen, an occupation that occasionally forces me to wear eye make-up in public.

Sparkle Worley



**AFP Board: Every Member Campaign Chair
Development Director at DePaul
Cristo Rey High School**

When did you start your fund-raising career?

I began my first fund-raising position as a junior in college when I was elected fund-raising chair for my sorority. In 1990, I officially began being paid to raise money. After 17 years as a volunteer and stay at home mom I became Executive Director for a Big Brother Big Sister Agency in Michigan. Ever since 1990 I have worked in the Development field.

Why are you involved in philanthropy and fund-raising?

I feel I have the best career ever. I love people and I love seeing the results of my efforts making a difference. Every day is a challenge but is also an opportunity and new adventure.

What has been your most memorable experience as a fund-raiser?

Interestingly, my most memorable or proudest experience was when a new gym was dedicated in spite of a Board that said you can't raise the funds and the majority of the Board members did not financially support the project which also

Continued on next page

One on One with New AFP Greater Cincinnati Board Members *(Continued)*

included other building renovations. You might say I was highly motivated to succeed and I had a great team!

If you could change one thing about fund-raising, what would it be?

I would change the public's perception of the career. Most people feel fund-raising is the worst job in the world – who wants to ask for money? A phrase I frequently hear. I consider it a privilege to ask people to support a cause and have the opportunity to make a difference.

What is the best career advice you ever received?

A good friend of mine, who is a development professional, once told me not to worry or count the number of hours I work. Development is a 24/7 job and indeed it almost is!

Tell us something unique about yourself.

There really isn't anything unique about me but as my family members say – I live to work. I always have and probably always will.

John Olberding



**AFP Board: Co-VP of Education
Principal of Chanticleer Consulting**

How many years have you been involved in fund-raising?

30 years full-time; some part-time duties before that.

If you could change one thing about the fund-raising profession, what would it be?

The one thing is the high turnover rate. That, though, has many root causes including inadequate investment, transactional culture and educational opportunities for both employers and practitioners that, while improving in quality and number, are still too sparse.

What is something you wished someone would have told you as you began your professional career in fund-raising?

Since my father was in the profession, I had an advantage over most in this regard, but I'm not sure I was prepared for the

degree to which personal agendas can influence fund-raising strategy.

What inspired you to pursue a career in fund-raising?

I was actually somewhat adverse at first, preferring my first career in journalism and sports publicity, but my father just loved his profession so much that when I had an opportunity I gave it a try. And here I am 30 years later!

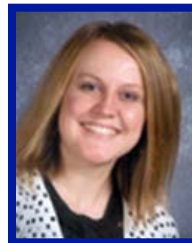
What is the biggest challenge you have overcome as a fund-raiser in the changing economy?

Helping clients to re-think their organizations' whole approach and structure in light of new dynamics in such areas as demographics, globalization, technology, social media and social venture philanthropy

Tell us something unique about yourself.

As a hobby, I've done character voice-overs and impressions and currently am the press box public address announcer for the Bengals.

Megan Seibert



**AFP Board: Director of Networking and Knowledge
Alumnae Director at Mount Notre Dame**

How many years have you been involved in fund-raising?

I have been involved with fund-raising for just one year. I started my career as a third grade teacher and did that for five years. I then decided to take my career down a different path and that landed me back at my old high school, Mount Notre Dame working as the Alumnae Director.

If you could change one thing about the fund-raising profession, what would it be?

If I could change one thing about the fund-raising profession it would be the thought that it is not important to create a culture of fund-raising. Working in a high school, we must start early to help the students understand what it means to give back. This must be done early and not right before they

Continued on next page

One on One with New AFP Greater Cincinnati Board Members *(Continued)*

are about to graduate. If it is done early then after they leave high school they will understand how important it is to give back to the school.

What is something you wished someone would have told you as you began your professional career in fund-raising?

Since I am new to the fund-raising field I am still receiving advice and learning from others! I have been lucky enough to have several mentors in the field who are constantly helping me and giving me resources to learn more. If there is one thing though that I wish I would have been told it is that just because you are passionate about a cause does not mean that others will jump on board right away. It takes time to cultivate those relationships and even more time for that to translate into a donation.

What inspired you to pursue a career in fund-raising?

I have always loved helping others and doing things that make an impact on the world around me. My first career was as a third grade teacher. After five years of teaching I found myself not passionate about what I was doing anymore. I decided that I wanted to switch career paths, but I still wanted to find a career that allowed me to help others. After getting in contact with several mentors and discussing the fund-raising profession, I decided that it would be a good fit for my talents and skills.

Tell us something unique about yourself.

I studied abroad in Australia while in college. During my time there I snorkeled in the Great Barrier Reef, slept under the stars in the Outback and held a Koala Bear.

AFP Cincinnati Every Member Campaign

By Sparkle Worley

What is the Every Member Annual Campaign (EMC)?

This is an annual initiative of the AFP Foundation for Philanthropy that asks for financial support from its members worldwide to advance philanthropy and careers in the fund-raising field. Its goal is to provide meaningful programs of education research and services that will benefit all development professionals.

Why it is Important?

With your generous support of the Every Member Campaign you will be helping to ensure future growth and development of our fund-raising profession. Without funding from AFP members worldwide, programs that support education, training and the public's awareness of philanthropy would be greatly diminished. Plus, giving to the Every Member Campaign is a great way to give back to our great profession.

Our Goal

The Cincinnati AFP Chapter's Every Member Campaign is designed so that every chapter member may give whatever he or she can. Our chapter goal is 100% participation and our fund-raising goal established by AFP International is \$3,500 for FY13. If we reach our goal, 25% of the Every

Member Campaign contributions return back to our Chapter as a grant to be used for programs and scholarships.

How to give

It is easy. To make a pledge or payment to the Every Member Campaign you may:

Donate online.

Visit <http://www.afpcincinnati.afpnet.org>.
Be sure to designate the Cincinnati chapter

Print and mail.

Complete an EMC Pledge Form and mail to **EMC Pledge AFP Foundation, 4300 Wilson Blvd, Suite 300, Arlington, VA 22203** or fax to 703-683-0735. The 2013 Pledge Form may be found on our [Cincinnati Chapter website](#) or AFP Foundation under Every Member Campaign.

Please consider supporting AFP Foundation and the Cincinnati Chapter of AFP by giving whatever you can. Together, all of us can make a difference and each of us will benefit from AFP's commitment to support us with educational materials, resource training and networking opportunities.

Thank You!

“Like” and “Follow” us on Social Media!

By Alison DeFisher

There are 1.11 billion users on Facebook, 500 million on Twitter and 225 million on LinkedIn. Now, add the AFP Greater Cincinnati Chapter to the tally! Thanks to recent efforts by the Communications Committee, our local chapter is now active on social media, with the goal of gaining membership, awareness and support for AFP chapter events and news. Our chapter is growing, and social media is the best way to stay updated on the latest information.

“Like” us on Facebook: <https://facebook.com/AFPCincinnati>

“Follow” us on Twitter: <https://twitter.com/AFPCincy>

Does your organization have an open position to advertise to the AFP community? Do you have a burning question related to fund-raising? What about an inspiring story or success you'd like to share to colleagues in your field? Post your question to one of our chapter's social media sites. Help AFP grow its social networking efforts by engaging in conversation with other members, and use it as a reference to grow your own social media awareness at your organization! To inspire you, here are 12 statistics about social media, fund-raising and cause awareness:

1. 41% of nonprofits attribute their social media success to having developed a detailed social media strategy.
2. 47% of Americans learn about causes via social media and online channels.
3. Animals, children, and health & wellness are the most shared and talked about causes on social media.
4. 56% of those that support nonprofits on the Social Web confirm that compelling storytelling is what motivates them to take action on behalf of nonprofits.
5. 55% of those who engage with nonprofits via social media have been inspired to take further action.
6. 57% of Facebook Fans “Like” a charity on Facebook because they want to publicly display their support of the nonprofit to their friends.
7. 43% of Facebook Fans “Unlike” a charity on Facebook because they posted too often.
8. For every 1,000 e-newsletter subscriber, nonprofits have 149 Facebook Fans.
9. The number of followers nonprofits have on Twitter grew by 264% in 2012.
10. In an average peer-to-peer fundraising campaign, 15-18% of donations are referred directly from Facebook.
11. The average social media donation is \$59 and growing each year.
12. Using Twitter during fundraising events can result in 10X more money raised online.

(Source: Heather Mansfield, DIOSA Communications)

For questions, concerns or to have content published on AFP Greater Cincinnati's social networking sites, please contact Alison DeFisher at adefisher@clovernook.org or text it to her at 330-704-1007.



Planned Giving on the Run

All the Nuts and Bolts You Need to Start a Planned Giving Program

- Has "start planned giving program" been on your project list for the past few years?
- Are you avoiding planned giving because you aren't a tax expert?
- Is your board still asking, "Why don't we have an endowment?"
- Are you a professional advisor or board member who is curious to learn about philanthropy from the non-profit perspective?

If you answered "yes" to any of these questions, then this course is for you.

Planned Giving on the Run

Program: comprehensive start-up with turn-key simplicity

People: veteran facilitators, mentors and expert speakers

Context: council resources provide continuing education

Planned Giving on the Run is designed for busy professionals who need a planned giving program but don't have the time, staff or budget to start a traditional program.

Planned Giving on the Run will lead you step-by-step through the process of creating a planned giving program.

2013-14 Schedule

Time: 8:00 – 10:00 a.m.

Dates: Usually the Fourth Thursday of the month

1. August 22, 2013
2. September 26, 2013
3. October 24, 2013
4. November 21, 2013 (3rd Thursday)
5. December 19, 2013 (3rd Thursday)
6. January 23, 2014
7. *Snow Make-up Date* or Bonus Training Session: February 27, 2014 (if needed)

Location: Greater Cincinnati Foundation, 200 West Fourth Street, across from US Bank building

Pricing (must be a GCPGC member - \$70 annual dues)

\$200

Please do not pay \$70 GCPGC dues with this course registration, or check will be returned.

For information on how to join GCPGC, email Misty at admin@gcpac.org

Planned Giving on the Run *(Continued)*

Registration

- Register - contact Misty at Association Connection, 513-554-3071 or admin@gcpgc.org
- Questions – contact Marc Littlecott at 513-262-5101
- Deadline for registration is August 13, 2013

Planned Giving on the Run 2013-14

Planned Giving on the Run is presented as a community and member service of the Greater Cincinnati Planned Giving Council, part of the Partnership for Philanthropic Planning (PPP).

Course Faculty & Presenters:

Marc Littlecott, CAP®, Director of Planned Giving, *The Salvation Army*

Jeff Lydenberg, VP *PG Calc*

Diane Ruder, Development and Gift Planning Consultant

*Thank you to The Greater Cincinnati Foundation for hosting the
Planned Giving on the Run Series*

Course Topics

- Writing a Case Statement
- Identifying Planned Giving Prospects
- Building relationships
- Types of Planned Giving Vehicles
- Working with Professional Advisors
- Marketing
- Resources, local and national, online and off
- Gift Acceptance Policies
- Strategies to sustain your program
- Using Volunteers
- Stewardship, Donor Bill of Rights
- Legacy Society
- The Board and Executive Director
- Record Keeping
- Evaluation
- When Planned Giving is not your only responsibility
- Designing a planned giving program that fits your organization
- Meet your Mentor

Meet & Greet

AFP hosts a Meet & Greet for members to come together, in a casual setting, to get to know each other and network. Here are some photos of the March 2013 Meet & Greet. Don't miss your chance to meet other great AFP members at the next Meet & Greet!



Chat with a New AFP Member

Beth Dochinger, CFRE



Senior Director of Development
University of Cincinnati College-Conservatory of Music

When did you start your fund-raising career?

While completing a masters of arts degree from the arts administration program at UC, I learned about fund-raising from one of my faculty mentors who worked at the UC Foundation and after graduating, my first job was creating an advancement program at Miami University School of Fine Arts in the Office of the Dean in 1984.

When and why did you choose to join AFP?

It was an excellent way to learn about your community at

large and the priority funding needs. Also a way to connect to fund-raising professionals in other industries and gain insight into alternative ways to look at your own fund-raising house.

Why did you choose a career in fund-raising?

Very rewarding to help level the playing field for individuals to pursue their goals, especially in the educational setting and knowing that the ripples from the support you raise continues to make further waves in the water to influence others in ways we may never know...

Tell us something unique about yourself.

In the winter, on occasion, I enjoy a neat Lagavulin 16 year single malt scotch.

New Faces of Fundraising

By Meghan Cummings

The Greater Cincinnati Chapter of AFP is piloting a new program called New Faces of Fundraising. As the demographics of the US continue to change, it is critically important for our professional field to mirror the population. Sponsored by The Greater Cincinnati Foundation, this program aims to increase the number of racially and ethnically diverse people working in non-profit fundraising.

Through this program, students prepare for their first job in fundraising. In addition to attending Fundamentals of Fundraising, the students have been paired with a mentor from the field and have taken additional classes to build their skills including informational interviewing, donor-centered fundraising, ethics and prospecting.

The capstone experience of New Faces is a paid summer internship where the students will gain hands-on development experience. We are thrilled to report that five local non-profits have been chosen (from a field of 50 applicants!) to host one of our New Faces' students. The organizations are: SonLight Power (Namaan Mian), Down Syndrome Association of Greater Cincinnati (Jasmine Cochran), Crayons to Computers (Hagit Caspi), Santa Maria Community Services (Dolores Dodson) and Madcap Puppet Theatre (Adrienne McDade).

The students will also be working on a team project with Spirit of Cincinnati/Rusty Ball to increase the diversity of the Rusty Ball audience and non-profit beneficiaries. Their huge fall concert, which raises more than \$400,000 for local charities, was recognized with the Excellence in Fundraising Award from AFP International in 2012. We are excited to partner with them on this project!

Recruitment for New Faces of Fundraising Class II will begin in August. If you know of a student who would be a good fit, please contact Meghan Cummings at cummingsm@gcfdn.org.

National Philanthropy Day 2013: *Inspiring Change*

By Liz Flynn

The National Philanthropy Day (NPD) Luncheon is on Thursday, November 14 at the Duke Energy Convention Center. Cincinnati is a thriving philanthropic city and at NPD we will honor the Philanthropist of the Year, Outstanding Volunteer of the Year, and Outstanding Youth in Philanthropy.

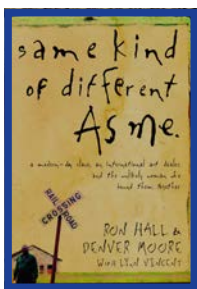
In addition to the Awards listed above, NPD affords all nonprofit organizations the opportunity to appreciate those who impact their work – donors and volunteers – as honorees. You can do this when you purchase a ticket, a table or sponsor NPD by submitting the names of your organization's honorees. Honoree names will be published in our program and as part of the Luncheon presentation. Attending with your honorees is an opportune way to thank them for their contributions as part of our larger celebration of philanthropy in our community.

Recognizing your honorees also demonstrates that one person can bring about change. NPD's keynote speaker, Ron Hall, is a good example. Hall is a homeless advocate and author of *Same Kind of Different as Me* and *What Difference do it*



Ron Hall

Make?, which chronicle his journey from reluctant homeless shelter volunteer to friend of shelter client, Denver Moore. Their transformational relationship transcends the usual to eventually include speaking engagements, which have inspired others and benefitted the homeless. For their work, Hall and Moore were honored as NPD Philanthropists of the Year in 2006 by the Union Gospel Mission, the shelter where they met.



We invite you to learn more about Ron Hall by reading about his experiences, relationship with Denver and the change he never expected to make. His books are available at The Bookshelf in Madeira, which is underwriting book sales so that a portion of proceeds benefit AFP and the Strategies to End

Homelessness Winter Shelter.

We hope you will join us with your honorees at NPD on November 14. Registration is open on our website at www.afpcincinnati.afpnet.org. For event questions, please contact Liz Flynn at lizflynn20@gmail.com. For NPD sponsorships, please contact Danielle Gentry-Barth at dbarth@cycyouth.org.

NPD Sponsors as of May 20

Gold

Business Courier
Duke Energy Convention Center
Plan-It Now
Prestige AV & Creative Solutions

Silver

Johnson Grossnickle & Associates
United Way of Greater Cincinnati
UC Health Foundation
The Christ Hospital Foundation

Bronze

Cincinnati Children's Hospital Medical Center
Life Enriching Communities Foundation
Premier Mailing
Streets of Manhattan

Patron

Cincinnati Youth Collaborative
Clovernook Center for the Blind/Cincinnati Association
for the Blind and Visually Impaired
Playhouse in the Park
Ronald McDonald House
Shriner's Hospital
St. Xavier High School
Talbert House


NATIONAL PHILANTHROPY DAY
INSPIRING CHANGE

\$53 NEW MEMBER COUPON IN JUNE

By Kitty Beck

Thank you for your interest in the Association of Fundraising Professionals Greater Cincinnati Chapter. We hope that you have enjoyed your experiences with our chapter, have found our benefits and resources useful and will consider a membership with AFP. Currently, we have a special coupon opportunity that is valid ONLY during the month of June. This \$53.00 discount coupon offer is an incentive for new members to join in the Professional membership category. Please feel free to forward it on to any colleague who may appreciate it as well.

This coupon expires on June 30, 2013, so make sure to utilize it right away by applying it to your membership fee. Professional membership is defined as:

Full membership in the Association shall be open to individuals (a) who, among other responsibilities, hold some degree of accountability for income-generation within the fundraising process; (b) who must hold some

degree of responsibility directly for fundraising; (c) who are compensated for their services; and (d) who subscribe to the AFP Code of Ethical Principles and Standards and promote the Donor Bill of Rights. Active members in good standing may vote, serve on chapter or Association committees and task forces and hold Association or chapter office. \$250.00 plus chapter dues.

AFP Professional Membership is \$250.00. Greater Cincinnati Chapter dues is \$50.00. The TOTAL amount due for NEW members with the coupon during June is \$247.00. More membership information is available through our [website](#).

Please visit us at: www.afpcincinnati.afpnet.org to see the many AFP Greater Cincinnati Chapter benefits and resources, as well as a calendar of upcoming meetings, educational and social events. Your membership is important to us!

\$53 Professional New Member Discount!

In honor of our 53rd Anniversary, AFP will be offering a \$53.00 discount to new members joining in the Professional Member category by June 30, 2013.

The discount applies to \$53.00 off the International portion of the dues. Fill out the membership invitation as usual, but deduct \$53.00 from the total and include this coupon with your payment.



**Coupon must be included with payment.*

To join online, go to www.afpnet.org and use **Promo Code: JUNE13**

One coupon per new member. Expires June 30, 2013

Questions, call the AFP Membership Department at (800) 666-3863.

Upcoming 2013 AFP Events

June 2013

Thursday, June 13 5:00–7:00 p.m.

Meet & Greet

Location: The Pub at Rookwood
2692 Madison Road, Cincinnati, Ohio 45208

Registration: scivitello@catholiccincinnati.org

August 2013

Wednesday, August 7 7:45–9:00 a.m.

Networking & Knowledge Breakfast

Topic: Giving USA Presentation

Speaker: TBD

Location: Junior League Building Columbia Center (2nd Flr)
3500 Columbia Parkway, Cincinnati, OH 45226
www.jlcincinnati.org

Parking is available in the Junior League's parking lot, on-street and across the street at the Neyer building. Directions and detailed parking map will be e-mailed to all registrants.

Registration: afpcincinnati@aol.com

To register, simply click on the e-mail link and let us know to count you in for this event (please include your contact information or e-mail signature). Thanks!

***Your reservation is a financial commitment.**

Members: Free Non-Members: \$20

September 2013

Wednesday, September 4 12:30–2:30 p.m.

Audioconference

Topic: Raising Support from Millennials: How To Raise Support From Young Donors

Speaker: Derrick Feldmann

Location: Greater Cincinnati Health Foundation
Choice Care Room
3805 Edwards Road, Suite 500
Cincinnati, Ohio, 45209
[Map & Directions](#)

Registration: afpcincinnati@aol.com

To register, simply click on the e-mail link and let us know to count you in for this event (please include your contact information or e-mail signature). Thanks!

***Your reservation is a financial commitment.**

Members: Free Non-Members: \$20

Thursday, September 26 4:30–7:00 p.m.

Meet & Greet and Member Orientation

Location: Duke Energy Center
525 Elm Street, Cincinnati, Ohio 45202

Registration: scivitello@catholiccincinnati.org