



New Mexico Chapter

Monthly News Notice

As fundraising professionals, we are all seeped in information on philanthropy. But we haven't heard about giving the way we will from Lynn Trojahn. Lynn is our featured speaker for March 9, 2006 when she will be presenting ***From the Macro to the Micro of Philanthropy: How Giving Makes a Difference All Over the World and in New Mexico!***

She will be providing information that may be new and some that we may have heard before, but all of it in a new, exciting and refreshing way. Not only will she provide positive statistics about New Mexico's giving despite the poor economic climate in our state, but also about NM's role in enhancing philanthropy nationwide. This presentation will provide new ideas to make a difference in our pioneering environment.

Lynn's intention is that you come away inspired by our country and state's philanthropic spirit, and that you also leave with a profound appreciation of your own generosity and how your giving has been derived from your own experience and background. This presentation will give you a renewed vigor and pride in your chosen field of nonprofit management – we *promise!*

LYNN TROJAHN: Lynn is past-president of the New Mexico Association of Fundraising Professionals and was recognized as AFP-NM's *Outstanding Fundraising Professional for New Mexico* in 2003. She has a bachelor's degree in International Relations from Colgate University and a master's degree in International Management from the American Graduate School of International Management. Lynn has been in the fundraising field for 21 years in the Bay Area and now Albuquerque, her hometown.

Before starting her present position as Vice President of Advancement at ACCION New Mexico, Lynn was at Bosque School as Director of Advancement in charge of fundraising and public affairs for almost 6 years. In addition to her recognition from AFP, she received the prestigious *University of New Mexico Gerald May Staff Recognition Award* in 1997 during her tenure as Director of Development for the UNM General Library system. Lynn and her husband are board members for the Future Fund through the Albuquerque Community Foundation. Lynn is a Co-Chair for the United Way Loaned Executive recruitment and training program. She is a member of the Regional Council of the National Jewish Hospital in Denver and a member of the Wells Fargo Bank Leadership Council. Over the years of 1999-2000, Lynn was named as one of the *100 Power Brokers, Forty Under 40*, and an *Up & Comers* in New Mexico, in the New Mexico Business Weekly.

New Location - New Lunch Prices!!!!

**Thursday, March 9, 2006 ~ 11:30 a.m. to 1:30 p.m.
(registration and networking at 11:00)**

Embassy Suites, 1000 Woodward PI NE, Albuquerque, (505) 245-7100

For: Development staff, Executive Directors and Board members.

Cost: Luncheon cost for this meeting will be \$20 for AFP members and \$25 for non-members. Advance reservations required by 10am the Monday prior to the luncheon. If you have not RSVP'd by that time, we cannot guarantee you a seat. If you RSVP'd but cannot attend, please cancel your reservation by 10am the Monday prior to the luncheon, or you will be billed.
(AFP members are individuals, not organizations, who have paid their annual dues.)

2006 Meeting Schedule

February 9

March 9

April 21

Combined Meeting with
New Mexico Planned
Giving Council
"Legacy Day" Luncheon

May 11

June 8
(meeting in Santa Fe)

No Meeting in July

August 10

September 14

October 12

November 15
Philanthropy Day

December 14

Jan 11, 2007

AFP NM Website
www.afp-nm.org

Mail your check (payable to AFP) to: AFP, c/o Albuquerque Community Foundation,

PO Box 36960, Albuquerque, NM 87176, or contact Tina Flynn at 883-6240 or tflynn@albuquerquefoundation.org.

When you RSVP, please indicate if you are an AFP member and

if you would like to order a vegetarian dish.

AFP and NM Planned Giving Council Audio-Conferences

Join us for the next teleconference sessions for an opportunity to learn from and interact with experts in fundraising. The AFP sessions qualify for 1.5 points toward CFRE education requirements. Many of the NMPGC sessions qualify for 1.5 CE credit hours from the Certified Financial Planner Board of Standards, Inc. There is no charge for AFP and NMPGC members. Non-members pay a small fee per session at the meeting. Advance registration is required and appreciated. Seminars are 11:00am - 12:30pm.

Free to AFP & NMPGC Members \$25 all others

Association of Fundraising Professionals Virtual Seminars meeting at United Way, 2340 Alamo SE.

RSVP to ladonna@uwcnm.org.

APRIL 19, 2006, WEDNESDAY, *Leading Up: Transformational Leadership for Fundraisers*, Lilya Wagner

MAY 9, 2006, TUESDAY, *Achieving Donor Loyalty*, Adrian Sargeant

JUNE 7, 2006, WEDNESDAY, *Endowment Building: Starting on a Firm Foundation*, Diana S. Newman, CFRE

JULY 11, 2006, TUESDAY, *Strategic Planning to Lower Fundraising Costs and Boost Revenues (Fundraising strategic planning)*, Mal Warwick

AUGUST 9, 2006, WEDNESDAY, *Corporate Friends, Corporate Partners, Corporate Funders: Getting Corporate Support Right!*, Gene Scanlan, Ph.D., CFRE

DECEMBER 5, 2006, TUESDAY, *What Fundraisers Need to Know about Budgets & Financial Statements* **WEBCONFERENCE (AUDIO + WEB), R. Barkley Calkins**

NCPG Virtual Seminar Schedule meeting at NM Baptist Foundation Conference Center, 2517

Wyoming Blvd NE. RSVP to Lee Black @ lee@nmbf.com.

MARCH 15, 2006, WEDNESDAY, *Complex Charitable Real Estate Gifts: Issues and Solutions*, Charles O. Mahaffey, Jr., Wachovia National Center for Planned Giving, Winston-Salem, NC & Allen F. Thomas, Devereaux Foundation, Villanova, PA

MAY 17, 2006, WEDNESDAY, *The Good, Bad, and Ugly: Insights Into Your Marketing from Insiders*, Kevin Johnson, Retriever Development Counsel, LLC, Portland, OR

JULY 19, 2006, WEDNESDAY, *Getting to Yes! A Guide to Understanding and Communicating with Our Elder Citizens*, R. Jay Ribble, American Red Cross, San Antonio, TX

SEPTEMBER 13, 2006, WEDNESDAY, *Managing Donated Life Insurance Policies*, John Elbare, Florida Philanthropic Advisors, LLC, Lutz, FL

Volunteering at Your Fingertips: Building Highly Effective Volunteer Programs

DATE: Tuesday, March 14, 2006

TIME: 8:30 AM Registration and 12:15 PM Registration

9:00 AM to 4:00 PM Program

AM: Recruiting, Retention PM: Managing, Rewarding Volunteers

PLACE: Anderson-Abruzzo International Balloon Museum

COST: \$40 full day including lunch

\$25 AM or PM session only, no lunch served

Join us for a hands-on interactive session and learn more about:

- Developing a targeted recruitment plan;
- Barriers that impact long term retention of volunteers
- Creating a checklist for managing volunteers;
- Cost-conscious ways to reward volunteers

Schedule of events

8:30 -9:00 Registration 12:30-1:30 Retaining

9:00 -9:15 Welcome 1:30-2:30 Managing

9:15 -10:15 Trends in volunteering 2:30-2:45 Break

10:15-10:30 Break 2:45-3:30 Rewarding

10:30-11:30 Recruiting 3:30-4:00 Q + A

11:30-12:15 Lunch

12:15-12:30 PM Registration

The internationally known speaker for this event will be Ms. Mary Merrill, a skilled trainer and facilitator in volunteer management. She is an educator at Ohio State University and is an annual trainer for the National Conference on Volunteerism. She combines insights and techniques with proven methods for developing effective volunteer programs. Go to www.merrillassociates.net for more information on our speaker. Send check or money order along with paid registration form no later than March 7. Questions: Contact Debra Saine at (505) 767 5815 or Email: dsaine@cabq.gov.

AFP Board of Directors

Chapter President

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Education Day

Anita Cordova

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NM Planned Giving Council Liaison

Patricia A. Brkich

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Professional Development (Scholarship, Mentorship, CFRE)

Susan Simons, CFRE

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Mailing/E-mail list

Tina Flynn

883-6240

tflynn@albuquerquefoundation.org

Paying for Luncheon Meetings - We now accept Visa and MasterCard as a form of payment for the luncheons. You may now register and pay on-line at www.afp-nm.org.

Membership - Interested in becoming a member of AFP? Please contact Michelle Bishop-Couch, 514-7448 or m4whit@aol.com and find out the wonderful benefits of joining.

Community Table - Do you want to advertise an event you are planning or a service you offer? Bring information to the monthly luncheons to leave on our community table for others to pick up.

CHANGE OF VENUE: Alas, we must leave our friends at Sheraton Uptown, as they are planning a huge remodel during the 2006. So, we are moving our monthly luncheons to the Embassy Suites, 1000 Woodward PI NE. Unfortunately, this necessitates an increase in luncheon prices to \$20 for members, and \$25 for nonmembers. Thanks for your patience and understanding. Eileen Cook, President.

April Teaser-Legacy Day Luncheon, April 21, 11:30 - 1:00pm at Embassy Suites. We will have a fabulous speaker and will honor Stanley Weinstein for his Outstanding Fundraiser of the Year Award from AFP International as well as his major role in establishing the New Mexico chapter of NCPG. Luncheon co-sponsored by AFP and United Way of Central NM. Cost \$35 per person. Watch for your invitation and information in the mail.

Job searching? Be sure to check out our expanded job listings on the AFP-NM website (aft-nm.org). If you seeking a great new Fundraiser, email (mjbarber@casaesperanzanm.org) me your job listing for placement on our website or in this "News Notice."

AFP Members Only Opportunity

Where: Artichoke Café

When: April 13, 2006

Why: To mix, mingle and socialize with your friends and other professional fundraisers.

**Please RSVP by: April 5th
To Michelle Bishop-Couch
514-7448**

Job Postings-

Annual Giving Director, YWCA Middle Rio Grande offers a creative, multicultural environment. Flexible, family-friendly workplace with competitive salary and benefits. Responsible for comprehensive annual giving program, including appeals and fund-raising events, and maintenance of donor database (Telosa EXCEED!). BA required, advanced fund-raising training preferred. Minimum of 3 years' successful experience in non-profit fund development with a focus on annual giving. Motivated, goal-oriented, team player. Salary negotiable based on proven, successful fund-raising experience. Send cover letter and resume by March 1 to HR Manager, YWCA Middle Rio Grande, 210 Truman NE, Albuquerque, NM 87108 or LBarron@ywca-nm.org.

Employment Opportunity, Kevin Guest House, Marketing/Fundraising (F/T) Kevin Guest House (KGH) is looking for a dynamic development specialist to round out its terrific team. It should be someone who understands nonprofits and how they benefit the community, in particular, how Kevin Guest House – the nation's first hospital hospitality house – becomes home to families during times of great medical need. This person should be passionate and effective in sharing KGH's mission with all audiences. This person would be responsible for generating revenue through corporate, individual and foundation fundraising. Duties would include major gifts fundraising as well developing and executing direct mail campaigns, organizing special events and producing printed publications. He/she would function as a one-person development office - marketing fundraising campaigns, soliciting gifts, stewarding donors and managing data. This person also must be a tireless promoter, willing to speak in front

of community groups on behalf of KGH, representing it in the best possible light. The successful candidate needs a bachelor's degree and three to five years of applicable experience. He/she must be computer literate, possess excellent oral and written communication skills and be experienced in working with volunteers and committees. Graphic design capability is a plus. Salary is commensurate with proven expertise. Other benefits are available in accordance with current personnel policies.

Please submit resume and references by February 28 to: Kevin Guest House, 782 Ellicott St., Buffalo, NY 14203, Attention: Personnel Committee Kevin Guest House is an Equal Opportunity Employer.

Development Coordinator, Donor Relations Unit, Development Office, UNM Foundation: Team member needed to join the dedicated professionals in the Donor Relations Unit of the Development Office. Under indirect supervision, participates and/or assists in developing, conducting and evaluating a wide range of donor acknowledgment, recognition and stewardship efforts in support of institutional advancement and the mission of the UNM Foundation. Preferred Qualifications: Knowledge of institutional fundraising techniques; Experience working with donor acknowledgment and stewardship; Proven project management skills supported by strong data management skills, especially MS Excel and/or Access; Excellent communication skills as demonstrated by writing samples submitted separately; Excellent interpersonal skills and demonstrated "customer service" orientation; Demonstrated ability to lead and train staff and/or students (for further information contact Carolyn White, UNM Foundation Manager of Donor Relations at 277-9651 cwhite@unm.edu or check <https://ehire.unm.edu/> Requisition #M43411.)

Return Service Requested

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