



Monthly News Notice

The New Mexico Chapter of the
Association of Fundraising Professionals presents:

FUNDERS' GROUP JANUARY FORUM

2007

Meeting Schedule

January 11, 2007

February 8, 2007

March 8, 2007

April 12, 2007

May 10, 2007

June 7, 2007

No Meeting in July

August 9, 2007

**September 13,
2007**

October 11, 2007

**November 16, 2007
Philanthropy Day**

December 13, 2007

**AFP NM Website
www.afp-nm.org**

Start the new year with new tools for your development tool box! The annual Funders' Group presentation to the Association of Fundraising Professionals is scheduled for January 11 from 11:30 – 1:30, with registration at 11:00. Please plan to arrive at 11:00 to register and select the table for your first session. The program will start promptly at 11:30, and every minute up to 1:30 will be packed!

With new funders bringing fresh perspectives, expanded topics addressing current issues, and this meeting is sure to send you back to your office with new ideas for your fundraising! The Funders' Group will facilitate table topics in 2 sessions, hand out the 2007 Funders' Matrix, and close with a half hour of Q&A. This year's topics are great for fundraisers of all skill levels and are divided into three focus areas: *Types of Funding Opportunities, Building Relationships, and Proposals*. Bring a couple of people from your nonprofit to take advantage of more sessions! Attendees are encouraged to come with prepared questions for both the table topics and the general Q&A.

Funders presenting include Charlotte Balcomb-Lane, First National Bank of Santa Fe; Alfonso Trujillo, Blue Cross/Blue Shield of NM; Jan Hosea, Presbyterian Healthcare Foundation; Cristina Jaramillo, First Community Bank; Diane Ogawa, PNM Resources Foundation; Rita McCusker, Daniels Fund; Jennifer Riordan, Citi Cards New Mexico; Francie Rawlins, Bank of Albuquerque; Nancy Pope, Governor's Office of Faith Based & Community Initiatives; Pamela Chavez, Don Chalmers Ford; Leslie McNertney, Intel Corporation; Eve Romero, The Catholic Foundation; Pat Nye, Wells-Fargo; LaDonna Hopkins, United Way of Central NM; Pam Catanach, Sandia National Labs; and Nancy Johnson, Albuquerque Community Foundation.

Thursday, January 11, 2007 ~ 11:30 a.m. to 1:30 p.m.
(registration and networking 11:00-11:30, Luncheon: 11:30 a.m.)
Embassy Suites, 1000 Woodward PI NE, Albuquerque, NM (505) 245-7100

For: Development staff, Fundraisers, Executive Directors and Board members.

Cost: Luncheon Cost for this meeting will be \$20 for AFP members and \$25 for non-members.

The deadline to receive lunch reservations is **5 p.m. Friday, January 5, 2007**. Any reservations received **after the deadline will be put on a waiting list**. The waiting list does not guarantee you a seat. Individuals on the waiting list will not be seated until 12 p.m. Please make your reservations on time. If you RSVP'd but cannot attend, please **cancel your reservation by 5 p.m. the Friday prior to the luncheon**, or you will be billed. (AFP members are individuals, not organizations, who have paid their annual dues.)

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

PO Box 36960, Albuquerque, NM 87176, or contact Tracy Edwards 883-6240 or tedwards@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. 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 locations will be at announced in the next News Notice.

• **February 6, 2007, Tuesday**

Cause Marketing for Nonprofits: Partner for Purpose, Passion and Profits; Jocelyne Daw

• **February 20, 2007, Tuesday**

Confronting the Elephants in the Room: How to Become an Exceptional Nonprofit; Pamela J. Wilcox

• **March 8, 2007, Thursday**

New Demographics Call for New Approaches in Fundraising; Samuel N. Gough, Jr., CFRE and Alandra L. Washington

• **April 10, 2007, Tuesday**

The Development Plan — The Foundation of Success; Linda Lysakowski, ACFRE

• **April 18, 2007, Wednesday**

How to Write Donor-Centric Communications and Raise Lots More Money; Tom Ahern

• **May 3, 2007, Thursday**

Involving Your Board in Fundraising, Even When They Aren't Perfect; Sandra Renner, CFRE

• **May 16, 2007, Wednesday**

Ask—for Yourself! How an Effective Life Plan Can Benefit You Professionally, Financially and In Every Way You Deserve
Laura Fredricks, Cindy Sterling, & Sarah Holland

• **June 7, 2007, Thursday**

A Planned Giving Program Anyone Can Create; Alexander (Sandy) Macnab, FAHP, CFRE

• **June 19, 2007, Tuesday**

Why Business Continuity Planning is an Essential Tool for Nonprofits and Fundraisers; Peggy M. Jackson, DPA, CPCU

• **July 10, 2007, Tuesday**

Foundations are People, Too: Cultivating Relationships with Foundation Representatives; Gloria M. Pugliese

• **September 6, 2007, Thursday**

Writing Tight: Secrets to Successful Online Proposals; Diane Gedeon-Martin

• **September 20, 2007**

Turning Passion into Action: Creating a Rainmaker Board; Gail Perry, CFRE

• **October, 3, 2007, Wednesday**

Never, Ever Use Public Relations Without Measurement...New Metrics for Fundraising! Clarke L. Caywood

• **October 23, 2007, Tuesday**

Branding: The Right Message, At the Right Time, To the Right People, In the Right Way; Dee Vandeventer

• **December 11, 2007, Tuesday**

Navigating Beyond "No": The Nuances of Negotiation for Major and Planned Gifts; Pat Moline, CFRE, CFP and Bradley R. Shafer, J. D.

Message from Eileen, Outgoing 2006 AFP-NM President:

What a productive and satisfying year 2006 has been for me as President of AFP-New Mexico. We tried some new approaches to several things, including the quarterly members' only breakfast, sponsored by our friends at the Embassy Suites. If you haven't attended one of these, you are really missing out on a wonderful opportunity to visit and network with other area fundraisers. We never seem to have enough time at our regular monthly luncheons to actually talk to one another, so these breakfasts, with no scheduled program, give us an hour or so to do nothing but talk! (The next breakfast is scheduled for January 26, 7:30 a.m., at Embassy Suites.)

Another new approach was doing away with the notion that a brand-named speaker is a must in order to have a successful Philanthropy Day luncheon. Jean Block and Pamela Chavez made the bold decision to focus the entire event on the award winners, giving them time to speak and giving the audience a chance to listen to our community's outstanding philanthropists. And because the focus was on each winner, from the elementary school Youth in Philanthropy winner to the Outstanding Leaders in Philanthropy, the event was just about the best in my memory.

I have enjoyed thoroughly my year in service to our exceptional Board of Directors and to this outstanding organization. Thanks so much to each and every member of our chapter for your support and participation in 2006. Happy 20th Birthday AFP-New Mexico!

2007 AFP BOARD OF DIRECTORS

PRESIDENT:

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DIVERSITY:

Donna Romoser, CFRE
phone:505- email:

Mailing/E-mail list

Eileen C. Cook
eccook@casaesperanzanm.org

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

Membership - Interested in becoming a member of AFP? Please contact Susan Simons at 277-3217 or sesimons@nmhum.org and learn 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.

Linda Howell from Embassy Suites has set the **next Members Only** breakfast for **January 26,2007 at 7:30 a.m.** Attendance is limited to 40. Please RSVP to Michelle Couch by Tuesday January 23 by 5:00 p.m. email to M4Whit@aol.com. Those of you who attended the October breakfast know how much fun it was (and delicious!)

SCHOLARSHIPS HONOR

NATIONAL PHILANTHROPY DAY COMMITTEE

National Philanthropy Day Co-chairs Jean Block and Pamela Chavez are recognizing the hard work of the NPD Committee members by funding 4 scholarships for the January 11th AFP membership luncheon in honor of all NPD steering and subcommittee members. The 4 "NPD Committee Scholarships" will be awarded on a first come, first served basis by contacting membership chair, Maryle Jackson Barber at mjbarber@casaesperanzanm.org.

Reminder: Members don't forget to update your membership information on the National Website at www.afpnet.org. By you keeping your information current at the National level the NM AFP Chapter is able to make sure you receive all mailings and updates.

Job postings...

additional postings on page 4

Dismas House New Mexico: **Director of Marketing & Special Events:** Developing and implementing annual marketing and special events plans, organizing, marketing and running special events including the Scalo Spring Fundraiser, December Fundraising Brunch and other events as developed, soliciting corporate sponsorships, organizing and coordinating annual summer raffle, editing/publishing newsletters and special mailings, web site design. Interested persons should send a letter of interest (including salary expectations) and a resume to Peter Rinn, Dismas House New Mexico, PO Box 6101, Albuquerque, NM 87197. Applications will be accepted until the position is filled. Emailed applications are encouraged.

NARAL Pro-Choice New Mexico: **Director of Development.** The Director of Development will be responsible for all aspects of a comprehensive and effective development program. This will include developing appropriate fundraising strategies; retaining and cultivating membership; identifying, cultivating and soliciting major donors; designing and managing annual appeals and membership drives; preparing written and oral communications; and working with staff and volunteers to plan and implement fundraising events. Please send cover letter, resume, and short writing sample to: Development Search, NARAL NM, PO Box 97, Albuquerque, NM 87103. Fax 505-243-4403. E-mail: info@prochoicenewmexico.org. For a full job description, visit our website at <http://www.prochoicenm.org/s03getinvolved/jobs.shtml>

New Mexico Symphony Orchestra, **Director of Development.** Fostering an environment promoting philanthropy for the state's largest year-round arts organization. Supervising annual fund, corporate sponsorships, planned giving, grant writing, endowment solicitation, donor cultivation and record keeping, and telefunding. Send letter of application and resume. New Mexico Symphony Orchestra, PO Box 30208, Albuquerque, New Mexico, 87190, 505.944.2555

If you are interested in posting a position in the AFP-NM News Notice or on our website www.afp-nm.org you can go to www.afp-nm.org/jobform.htm. This will then send the information to our website as well as for our News Notice.

Youth in Philanthropy Grant Awards: Total Giving: \$1300

As part of Philanthropy Day, our Youth in Philanthropy award recipients and nominees awarded grants to the following organizations:

Donations from Youth in Philanthropy Award Recipients: (\$250):

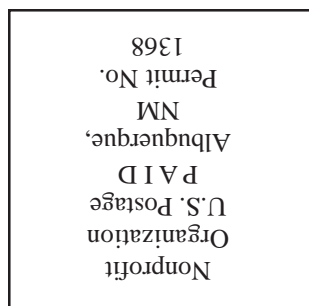
United Way of Central New Mexico, New Mexico Chapter of Leukemia and Lymphoma Society, Bound for Success, Inc.

Donations from Youth in Philanthropy Nominees: (\$50)

A Haven for Homeless Children of Juarez, Mexico, Peanut Butter & Jelly Services, St. Jude's Children's Hospital, Very Special Arts Services, Pulmonary Hypertension Association, Operation Smile, T or C Toys for Tots, Café Cha Cha Cha (Youth Center), Jewish Federation of Greater Albuquerque, Leukemia and Lymphoma Society and Carrie Tingley Hospital

Return Service Requested

New Mexico Chapter



Association of Fundraising Professionals
c/o Albuquerque Community Foundation
PO Box 36960
Albuquerque, NM 87176-6960

