



June 2007

2007
Meeting Schedule

June 15
Santa Fe

July
No Meeting

August 9

September 13

October 11

November 16
National
Philanthropy Day

December 13

AFP NM Website
www.afp-nm.org

*Reminder... There will
not be a July
Luncheon Meeting*

The Link

AFP Newsletter

Come join us at the Beautiful Bishop's Lodge in Santa Fe for our Friday, June 15 AFP Luncheon.

Topic: "Research Can Lead You to Strike Gold"
Michael Kelly, Director of the UNM Center of Southwest Research and Special Collections.

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, June 8, 2007. Any reservations received after the deadline will be put on a waiting list the day of the luncheon. 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.)

PLEASE NOTE: New Reservation Contact Information: Please call Melody Mar Johnson at 505-239-9106 or E-mail mjohnson@afp-nm.org. Mail your check payable to AFP to: AFP NM, PO Box 37408, Albuquerque, NM 87176-7408 please indicate if you are an AFP member and if you would like to order a vegetarian dish.

Directions to the Bishop's Lodge

Take Interstate 25 to Santa Fe. Exit at St. Francis Drive (Exit 282). Head north towards Espanola and Taos. Follow St. Francis Drive for approximately four miles, and turn right onto the second Paseo de Peralta - the intersection after Alameda Street. There is a Bank of America on this corner. Follow Paseo de Peralta to Washington Avenue / Bishop's Lodge Road. Turn left onto Bishop's Lodge Road, and follow for approximately three miles to the entrance to The Bishop's Lodge Ranch Resort & Spa. Turn right into The Bishop's Lodge.

2007 AFP Board of Directors

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AFP and the NM Planned Giving Council Audio-Conference Series

Join us for the next teleconference session for an opportunity to learn from and interact with experts in fundraising. The AFP sessions qualify for 1.5 points towards CFRE education requirements. There is no charge for AFP and NMPGC members. Non-members pay a \$15 fee per session at the meeting. **Please register in advance with Melody Mar Johnson 505-239-9106 or E-mail mjohnson@afp-nm.org.**

June 7, Thursday, 2007

11:00 am to 12:30 pm

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

June 19, Tuesday, 2007

11:00 am to 12:30 pm

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

July 10, Tuesday, 2007

11:00 am to 12:30 pm

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

All Audio Conference Series are held at United Way of Central New Mexico, 2340 Alamo SE on the 2nd floor.

Welcome New AFP Members

JoAnn Jackson
Director of Development
Catholic Charities

Kathleen Raskob
Resource Development Director
Samaritan Counseling Center

CALL FOR NOMINATIONS

Recognize and Celebrate your favorite PHILANTHROPIST by nominating them for the "Outstanding Philanthropy Awards". The winners will be recognized at the National Philanthropy Day Awards Luncheon presented by the Association of Fundraising Professionals November 16, 2007.

This year's theme "Making A Difference" categories include:

- ✦OUTSTANDING BUSINESS/CORPORATION IN PHILANTHROPY
- ✦OUTSTANDING VOLUNTEER FUNDRAISER
- ✦OUTSTANDING LEADER IN PHILANTHROPY
- ✦OUTSTANDING SERVICE ORGANIZATION
- ✦OUTSTANDING PHILANTHROPIC FOUNDATION
- ✦OUTSTANDING FUNDRAISING EXECUTIVE
- ✦OUTSTANDING FAMILY IN PHILANTHROPY (NEW THIS YEAR!)
- ✦OUTSTANDING YOUTH IN PHILANTHROPY

Nomination deadlines are June 29. To download the nomination packet in all categories, please go to www.afp-nm.org. Award winners will be presented at the annual National Philanthropy Day Luncheon on November 16, 2007 at the Embassy Suites.

Don't delay! Get your nominations in and help us honor New Mexico's leading people and businesses "Making A Difference" through meaningful Philanthropy. This event is sponsored by Wells Fargo Bank and the New Mexico Business Weekly. For more information on the nomination process you can contact Eileen Cook at 277-9880.

CHANGE THE WORLD  WITH A GIVING HEART

National Philanthropy Day®



United Way
of Central New Mexico



The CENTER FOR NONPROFIT EXCELLENCE presents:

“Opportunities Go Where Relationships Flow” June 28, 2007



STAR WORKSHOP
Strategies to Accelerate Relationships

Marshall Howard, national speaker and author of
“Let’s Have Lunch Together”

Learn how to raise the money you need through your board and
volunteers with a proven relationship-centered,
cultivation-development model.

A full day fundraising workshop designed for nonprofit staff and
key board members.

Marshall Howard will share his copyrighted step-by-step program that
reveals how to make relationship-building a repeatable, measurable
process with people critical to your organization.

 <p>6.25 credits</p>	<p>This session offers 6.25 CFRE credits</p> <p>Lunch sponsored by AFP New Mexico</p>	
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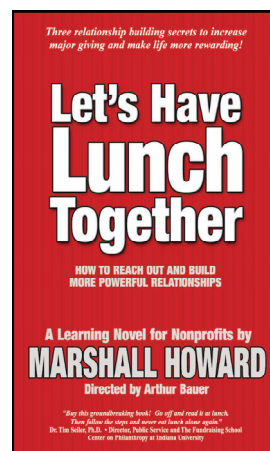
Tuition: \$155* per person; \$135 each
additional person from the same
organization (Includes 2 copies of *Let’s
Have Lunch Together*, workshop guides.)

Register:

www.marshallhoward.com/Seminar18.php

Location: CNPE – United Way of Central
New Mexico, 2340 Alamo SE

Time: 8:30am – 4:15pm



***Scholarships available** for small nonprofit staff and
volunteers, contact tsiporah@uwcnm.org

AFP 2007 National Conference Report

by Jennifer Lowe

This spring, I had the pleasure of attending the 44th International AFP conference in Dallas, Texas. This was my first AFP conference, and it was great! To be surrounded by 1700+ fellow AFP members was exciting and valuable. The conference made me proud of the fundraising profession. I want to share one moment that touched and changed me.

Lance Armstrong spoke on Tuesday morning. What passion! Lance Armstrong shared stories about his struggles with cancer and the on-going fight to increase cancer research funding.

He said that the more he believes in a cause, the easier it is to ask for money. What really impressed me was when he said, "There is what we know and there is what we do. Everything in between is a moral dilemma. We have to shrink that difference between what we know and what we do. That is my challenge." This is now my challenge as well. Living each day to know and do what I believe and have a passion about - and the more passion and belief I have for my job, the easier my job will become.

This conference recharged my batteries and changed how I fundraise for my agency. I want the best for my clients, and the conference provided exciting new ways for me to help donors connect with clients through giving. The skills, networking, and energy at the International AFP Conference would be invaluable to every fundraising professional. I invite every member of New Mexico AFP to join me in San Diego, CA March 30 – April 2, 2008 for the 45th International Conference. Registration begins October 2007.

Job Openings

Menaul School: Director of Institutional Advancement

The Director of Institutional Advancement is responsible for the development and communication activities of the School, including planning and executing Major Gift efforts; and coordinating Capital and Annual Fund campaigns, organizing and leading the school's planned giving efforts; and designing and disseminating all institutional publications and communications, including media communications. Manages the institution/constituent database, coordinating relationships with governing bodies, agencies of the Presbyterian Church (USA) that support Menaul School, including its Racial/Ethnic Schools and Colleges, individually and collectively. Strategically developing grant opportunities. Relevant experience in areas mentioned above preferred and successful experience with Major Gift solicitation is required.

The successful candidate will have demonstrated organizational and communications skills and the ability to work with various constituencies including, Parents, Alumni, Board Members, Faculty, Staff, Churches and Institutional & Individual Donors. "Soft" skills such as developing interpersonal relationships are vital. Generous Benefits package. Salary is commensurate with experience.

Please send resume to:

[Lindsey R. Gilbert, Jr.](mailto:Lindsey.R.Gilbert, Jr.)

President/Head of School, 301 Menaul Blvd. NE, Albuquerque, NM 87107
505-341-7252

Barrett Foundation: Director of Development

FT. Non-profit organization serving homeless families. Must have proven track record of working with a Board of Directors, strategic fundraising, public speaking, major funds campaigns, and donor development. Experience with Donor Perfect software preferred. Must be highly organized with exceptional interpersonal skills. Submit cover letter with salary requirement and resume to:

Barrett Foundation, 10300 Constitution Ave. NE, Albuquerque, NM 87112