



## 2020 AFP Education and Events Calendar

Month	Date + Time	Presenter	Session Topic	Location
January	<b>Tuesday, 1/14</b> 11:30 am – 1:15 pm	<b>Lena Tenney, OSU Kirwin Institute</b>	<b>Big IDEA Workshop:</b> “Did They Really Just Say That?!” Being An Active Bystander	Columbus Main Library 96 S. Grant Ave.
	<b>Tuesday, 1/22</b> 8:45 – 10:00 am		<b>Mentorship Program Kick-off</b>	City Year
February	<b>Tuesday, 2/11</b> 12:00 – 1:15 pm	<b>Kate Higgins, Higgins &amp; Co.</b>	<b>Leadership: Pillars of Effective Leadership</b>	Columbus City Zoo Africa Event Space 9990 Riverside Drive, Powell, OH
March	<b>Tuesday, 3/10</b> 11:00 am: Session 1 12:00 pm: Lunch 12:45 pm: Session 2 1:45 pm: End	<b>Regina Alhassen, Research Pro, LLC</b>	<b>Choose to attend one or both sessions:</b> <b>Session 1, Data Pros:</b> Your Next Donor is Already in Your Database. Really? Where? <b>Networking &amp; Fellowship lunch – for both sessions</b> <b>Session 2, Major Gift Officers &amp; Data Pros:</b> Major Gift Officers & Data Pros: Can We All Just Get Along?	The Boat House
April	<b>Thursday, 4/9</b> 4:30 – 5:30 pm	This will be a discussion (not a presentation), moderated by <b>President-Elect Kay Wilson.</b>	<b>Calling all event-organizers!</b>  What are you doing with your events? Are you considering a virtual option? Do you know how the new CARES Act could impact your donor event participation? How closely did you read your vendor contracts?  Come prepared to share what your organization is doing, and other ideas/examples you've seen!	Zoom Meeting
	<b>Tuesday, 4/14</b> Noon – 1:15 pm	<b>Laura Baker, WOSU Public Media; Erin Blue, McConnell Arts Center; Laura MacDonald, Benefactor Group</b>	<b>COVID-19 nonprofit response in Columbus:</b> Hear from a panel of 3 Columbus-locals, each sharing their experience and response. Moderated by Central Ohio AFP's VP of Professional Development, Stephanie Christie.	Zoom Meeting



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	<b>Wednesday, 4/22</b> 12:30 – 1:30 pm	<b>Bill Bartolini,</b> <i>(moderator); Donna Zuiderweg,</i> <i>Columbus Metropolitan Library, Jodi Bopp,</i> <i>I Am Boundless, Inc.</i>	<b>Fundraising Leadership in the Time of Crisis:</b> Clearly, we're all facing a challenging time that demands more Leadership. While each of our situations is unique, we can learn useful tips from others who are handling similar problems.  Join your AFP colleagues in an informal, interactive Zoom conversation about Leadership – including the challenges of leading teams right now.	Zoom Meeting (hosted by Steph Christie, AFP VP for Professional Development)
	<b>Wednesday 4/29</b> 1:00 pm  <i>AFP IHQ Webinar</i>	<b>Amy Wolfe,</b> <i>Mujeres Poderosas</i>	<b>Don't Say I Didn't Warn You – The Pragmatist's Guide to Successful Special Events:</b> Free for AFP members  <a href="https://www.pathlms.com/afp/courses/15266/webinars/7256">https://www.pathlms.com/afp/courses/15266/webinars/7256</a>	AFP IHQ Webinar <b>(need to pre-register; free for AFP members)</b>
<b>May</b>	<b>Friday 5/1</b> 9:00 am Coffee Chat  <i>and</i>  4:00 pm Happy Hour	<b>Jeff Redfield,</b> <i>American Red Cross, AFP Central Ohio Chapter President</i>	<b>May-Day...May-Day...Need Help?:</b> As our isolation and new situation hits May, a chance to network, ask questions and turn to your fellow AFP members for help. If you're screaming "May-Day, May-Day" then you should definitely grab a beverage and chat let us help!  Emailing questions/topics for discussion during either or both sessions encouraged to AFP Chapter President, <a href="mailto:jeff.redfield@redcross.org">jeff.redfield@redcross.org</a>  Feel free to attend one or both of these events!	Zoom Meeting (hosted by Jeff Redfield, President of Central Ohio's AFP Chapter)
	<b>Tuesday, 5/5</b> 3:30 – 4:30 pm	<b>David Goettler &amp; Lori Overmyer,</b> <i>GoettlerAssociates</i>	<b>Manage change:</b> Stay Positive - Focus on fundamentals - Segment and personalize/specialize your donor messages.  At the risk of exhausting all the fundraising clichés ever coined, the glass is still half full. Focus on the essential fundamentals of success. If we don't ask, we won't get. So, use the difficulty of these days to heighten your senses and focus on the essentials of sound fundraising practices.	Zoom Meeting (hosted by Steph Christie, AFP VP for Professional Development)
	<b>Tuesday, 5/12</b> 11:00 am – 12:00 pm: Session 1 12:30 -1:30 pm: Session 2	<b>Paul Dunne,</b> <i>Catapult</i>	<b>Choose to attend one or both sessions:</b> <b>Session 1, Pop Goes Development!:</b> Truthful, solid instruction on how to make sure your most important asset (time) is best spent in your day-to-day schedule. <b>Session 2, Executive Session:</b> Taking a deeper dive into time management for more advanced fundraising professionals.	Zoom Meeting (hosted by Steph Christie, AFP VP for Professional Development)



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<p><b>Wednesday, 5/13</b> 1:00 pm</p> <p><i>AFP IHQ Webinar</i></p> <p>3:00 pm: Post-webinar discussion</p>	<p><b>Rachel Clemens,</b> <i>Mighty Citizen</i></p>	<p><b>How to Create Donor Surveys that Improve Your Fundraising:</b> Free for AFP members</p> <p><a href="https://www.pathlms.com/afp/courses/15268/webinars/7257">https://www.pathlms.com/afp/courses/15268/webinars/7257</a></p>	<p>AFP IHQ Webinar <b>(need to pre-register; free for AFP members)</b></p> <p>Zoom Meeting (hosted by Jeff Redfield, President of Central Ohio's AFP Chapter)</p>
<p><b>Tuesday, 5/19</b> 10:30 – 11:30 am</p>	<p><b>Regina Alhassen,</b> <i>Research Pro, LLC</i></p>	<p><b>Prospecting During a Pandemic:</b> These unprecedented times are indeed unsettling. It also a time for activation and a time to infuse innovation into your prospect development. As we pivot, what best practices should we activate to remain resilient? And, how can we embrace this time of re-invention to strengthen our prospect pipelines? Tune in for a conversation with Regina Alhassen, Owner of ResearchPRO and 20 year prospect development veteran.</p>	<p>Zoom Meeting (hosted by Steph Christie, AFP VP for Professional Development)</p>
<p><b>Thursday, 5/21</b> 11:45 am: Virtual Doors open 12:00 pm: Program begins 1:00 pm: Ends</p>	<p><b>Shayne Downton,</b> <i>Chief Diversity and Inclusion Officer for United Way of Central Ohio</i></p>	<p><b>The Big IDEA:</b> The Big IDEA is a series of lunchtime conversations with local non-profit leaders to explore their organization's challenges and victories relating to Inclusion, Diversity, Equity and Access. Join us on your favorite device for a candid conversation about inclusion and access. And, don't forget to bring your lunch!</p>	<p>Zoom Meeting (hosted by Regina Alhassen, AFP's Big IDEA Chair)</p>
<p><b>Wednesday, 5/27</b> 10:30 am – 11:30 pm</p>	<p><b>Adrienne Selsor,</b> <i>Time, Talent, and Treasure</i></p>	<p><b>"Finding Joy in the Chaos":</b> Fundraisers in general have stressful positions and our current environment adds another layer of chaos to our lives.</p> <p>Collaboratively, we will share ideas to help each other avoid burnout and incorporate self-care and joy into our new fundraising routines.</p> <p>Come as you are – no need to dress up for us.</p>	<p>Zoom Meeting (hosted by Jerad Wood, AFP Education Committee Chair-Elect)</p>
<p><b>Wednesday, 5/27</b> 1:00 pm</p> <p><i>AFP IHQ Webinar</i></p>	<p><b>Ligia Peña,</b> <i>CFRE, MInstF, AFP Master Trainer</i></p>	<p><b>The Art of the Legacy Ask:</b> Free for AFP members</p> <p><a href="https://www.pathlms.com/afp/courses/15269/webinars/7258">https://www.pathlms.com/afp/courses/15269/webinars/7258</a></p>	<p>AFP IHQ Webinar <b>(need to pre-register; free for AFP members)</b></p>



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June	<b>Tuesday, 6/2</b> 12:00 – 1:30 pm	<b>Kerri Mollard,</b> <i>Mollard Consulting</i>	<p><b>Crafting and writing the best letters during a crisis:</b> Appeals, acknowledgements, and stewardship letters – how the tone/message of your letters should adjust given the crisis of the virus.</p> <p>Come prepared to share what your organization is doing!</p> <p>We are looking forward to the 2.0 version of our session on letter writing that we hosted this past August. Our focus is on communicating with donors during the coronavirus pandemic and how to adjust our messaging. As we did last summer, we are happy to review letters and provide feedback. If you would like to participate in the review process, please send a sample of an appeal, acknowledgment, and/or stewardship letter that you are using right now to <a href="mailto:dana@mollardconsulting.com">dana@mollardconsulting.com</a>. We will review your letters on or before June 15<sup>th</sup>. We look forward to hosting the virtual session.</p>	GoTo Meeting (hosted by Patty Hiatt, AFP Education Committee member)
	<b>Tuesday, 6/9</b> 3:30 – 4:30 pm	<b>Susan Black,</b> <i>Allene Professional Fundraising</i>	<p><b>Chicken Little or Head in the Sand?</b> How is your board reacting to the current crisis? Some boards are in disarray crying, "the sky is falling!" while others may be overly optimistic, burying their collective heads in the sand, hoping the crisis will pass. During this virtual meet-up we'll discuss the good, the bad, and the ugly of how our boards are handling this crisis, how to help them now, and how to strengthen our boards for the future in the midst of a global pandemic.</p>	Zoom Meeting (hosted by Erika Gable, AFP Education Committee Chair)
	<b>Wednesday, 6/10</b> 1:00 pm  <i>AFP IHQ Webinar</i>	<b>Sandy Rees, CFRE</b> <i>and founder of GetFullyFunded</i>	<p><b>Six Figure Success: How to Grow Your Small Nonprofit's Annual Fundraising to \$100,000 and Beyond:</b> Free for AFP members</p> <p><a href="https://www.pathlms.com/afp/courses/15270/webinars/7259">https://www.pathlms.com/afp/courses/15270/webinars/7259</a></p>	AFP IHQ Webinar <b>(need to pre-register; free for AFP members)</b>
	<b>Tuesday, 6/16</b> 8:30 – 9:30 am	<b>Carolyn Caldwell,</b> <i>Raising Awareness, Raising Funds</i>	<p><b>Successfully find and utilize grants during the crisis:</b> A roundtable discussion on the evolving role of grants in light of recent events. We will explore how we find and utilize grants during this crisis, and how the function of grants may be changing as we move from preparedness, to response, to recovery – and back again.</p>	Zoom Meeting (hosted by Patty Hiatt, AFP Education Committee member)
	<b>Thursday, 6/18</b> 9:00 – 10:30 am	<b>Dr. Una Osili, Mays</b> <i>Family Institute on Diverse Philanthropy</i>	<p>The Columbus Foundation, in partnership with central Ohio based Giving Institute board members, Michelle Cramer, Russ Hodge, and Laura MacDonald have secured <a href="#">Dr. Una Osili</a> to present not only 2019 Giving USA data, but likely a robust discussion on philanthropy and fundraising amid COVID-19. Additionally, we will look to deliver a facet of the event that has</p>	Zoom Meeting via The Columbus Foundation



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			historically been well received, a local conversation from a panel of colleagues in the field.  <a href="https://columbusfoundation.us12.list-manage.com/track/click?u=c0b2e25d7462e504861da1275&amp;id=4187cab232&amp;e=9535420c99">https://columbusfoundation.us12.list-manage.com/track/click?u=c0b2e25d7462e504861da1275&amp;id=4187cab232&amp;e=9535420c99</a>	
	<b>Wednesday, 6/24</b> 1:00 pm  <i>AFP IHQ Webinar</i>	<b>Lori L. Jacobwith,</b> <i>internationally-recognized master storyteller and fundraising culture change expert</i>	<b>How Nonprofits Can Powerfully Use Storytelling NOW During the Pandemic</b>  <a href="https://www.pathlms.com/afp/courses/15271/webinars/7260">https://www.pathlms.com/afp/courses/15271/webinars/7260</a>	AFP IHQ Webinar <b>(need to pre-register; free for AFP members)</b>
	<b>Wednesday, 6/24</b> 4:00 pm – 5:00 pm	<b>Brendan Braaten, Seth Dunn &amp; Arif Nuri, OSU</b>	<b>Travel Hacking and Crisis Maxing: How to Plan for Travel and How to Pivot During Hard Times:</b> Have you ever looked at a pool of prospects from out of town, and had no idea where to begin reaching out? Have you been on travel, forgotten something, and had no idea how to fix the mistake? Have you ever felt like you just weren't as productive as you could be when commuting? Or have you done all this and your plan starts to fall apart due to unforeseen circumstances?  If you answer yes to any of these questions than please come join us for this topical discussion on how to plan travel and pivot when things go awry. Come hear from experience fundraisers who have years of travel under their belt and share your own experiences in the process. In small groups, we will share, solve, and perfect travel in three phases: planning (Pre), implementing (During), and compounding (After) as well as dissect new and exciting ways to keep the engine running when during hard times through the use of virtual travel, layered stewardship, and special interest focus groups.	Zoom Meeting (hosted by Erika Gable, AFP Education Committee Chair)
<b>July</b>	<b>Tuesday, 7/7</b> 12:30 – 1:30 pm	<b>Russ Hodge and Kim Horton, The Hodge Group</b>	<b>Feasibility Studies in a Crisis:</b> The Feasibility Study has stood the test of time since its inception following WWII and its value has never diminished. Delivering this value during times of crises has always been challenging, but in our current environment of social isolation, these challenges are peculiar and unprecedented. In this informal, interactive panel hosted on Zoom, learn how The Hodge Group has adapted almost every component of its service delivery model to continue current studies or engage in new. The Hodge Group will also share how they have stepped up	Zoom Meeting (hosted by Erika Gable, AFP Education Committee Chair)



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			momentum for Capital Campaign preparation for many of their clients and the successful response.	
<b>August</b>	<b>Tuesday, 8/11</b> 12:00 – 1:30 pm	<b>Cramer &amp; Associates</b>	<p><b>Pivot Plan™ Webinar</b></p> <p>During a time of unprecedented uncertainty, limited resources, and shifts in funding, it may seem impossible to envision what the future will look like for your organization. When COVID19 continues to impact your work in new ways every day, how can your nonprofit prepare for tomorrow?</p> <p>Cramer &amp; Associates has developed Pivot Plan™ an innovative and engaging process for nonprofits of any size to shift their strategies, during this time of disruption, and create a fully integrated roadmap to move forward with confidence!</p>	Zoom Meeting (hosted by Erika Gable, AFP Education Committee Chair)
<b>September</b>	<b>Thursday, 9/03</b> 12:00 – 1:30 pm	<b>Siobhan Boyd-Nelson, Director of Development and External Relations at Equality Ohio</b>	<p><b>What Are Pronouns? Why Do They Matter?</b></p> <p>Join us for our next session of The Big IDEA. On September 3, Siobhan Boyd-Nelson, Director of Development and External Relations at Equality Ohio, will demystify the use of gender pronouns and explore how understanding them plays a vital role in being inclusive and equitable.</p>	Zoom Meeting (hosted by Regina Alhassan, AFP's Big IDEA Chair)
	<b>Tuesday, 9/15</b> 12:00 – 1:15 pm	<b>Robbe Healey, Founding Partner, Aurora Philanthropic Consulting</b>	<p><b>Ethics: Bright Light of Day or Dirty Little Secret? 2020 Ethics</b></p> <p><a href="#">Full program description</a></p>	Zoom Meeting (hosted by Erika Gable, AFP Education Committee Chair)
<b>October</b>	<b>Tuesday, 10/07</b> 12:00 – 1:30 pm	<b>Todd DeBoe, Ohio AG's Office, Charitable Law Section</b>	<b>Charitable Gift Planners of Central Ohio (CGPCO) Partnership Lunch: Modifying Restricted Gifts</b>	TBD
<b>November</b>	<b>Thursday, 11/5</b> 12:00 – 1:15 pm	<b>Bill Bartolini, ACFRE</b>	<b>Communication: Asking the right questions to develop strong relationships and receive larger philanthropic gifts.</b>	Zoom Meeting
	<b>Tuesday, 11/24</b> 12:00 – 1:30 pm		<b>National Philanthropy Day</b>	Virtual Event
<b>December</b>	<b>TBD</b>		<b>Holiday Celebration</b>	TBD



## 2020 AFP Education and Events Calendar

	<b>Thursday, 12/17</b> TBD		<b>Mentorship Program Wrap-up</b>	TBD
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