



Association of Fundraising Professionals

2012 WEB/AUDIOCONFERENCES

Educating Fundraisers in the 21st Century



- **JANUARY 25, 2012, WEDNESDAY**
Revitalizing Your Development Program, 30 Steps in 30 Days
Linda Lysakowski, ACFRE
- **FEBRUARY 7, 2012, TUESDAY**
Blue Ribbon Recipes for Capital and Endowment Fundraising Success
Penelope Cagney, MA, CFRE
- **FEBRUARY 23, 2012, THURSDAY**
How to Create a Written Fundraising Plan in 6 Easy Steps
Sandy Rees, CFRE
- **MARCH 8, 2012, THURSDAY**
Nonprofit Branding: Strategies to Stand Out and Win Donors
Jocelyne Daw
- **MARCH 20, 2012, TUESDAY**
Everyone Is Looking for a Check: How Communication Clarity Brings Cash!
Mark Grimm
- **APRIL 12, 2012, THURSDAY**
Spinning Like a Top: 8 Secrets to Well-Oiled Fundraising Operations
Christopher Cannon, CFRE
- **APRIL 24, 2012, TUESDAY**
Fundraising Analytics
Joshua Birkholz
- **MAY 9, 2012, WEDNESDAY**
Online Success Strategies, Tools and Trade Secrets
Ted Hart, ACFRE
- **MAY 22, 2012, TUESDAY**
Fundraising from Canada
Mark Blumberg, B.A., LL.B, LL.M, TEP
- **JUNE 6, 2012, WEDNESDAY**
Big Gifts for Small Shops
Alice Ferris, MBA, CFRE, ACFRE
- **JUNE 21, 2012, THURSDAY**
The Feasibility Study...Start to Finish
Jill Pranger, ACFRE
- **JULY 10, 2012, TUESDAY**
Small Shop Success: Juggling 101 – Knowing How to Keep the Right Development Balls in the Air
Amy Wolfe, MPPA, CFRE
- **JULY 26, 2012, THURSDAY**
How to Talk to your Board – Providing long-term Development Vision
Marcy Heim, CFRE
- **AUGUST 8, 2012, WEDNESDAY**
The New Face of Fundraising and Engagement – Smartphones and Mobile Web Technology
Tonia Zampieri
- **AUGUST 23, 2012, THURSDAY**
- **SEPTEMBER 13, 2012, THURSDAY**
Building a Major Gifts Pipeline despite BIG Obstacles
Adrienne Capps, MBA, CFRE
- **SEPTEMBER 25, 2012, TUESDAY**
My Job's Not What I Want it To Be – Should I Fix it or Forget It?
Valerie Lambert
- **OCTOBER 4, 2012, THURSDAY**
How to Turn Your Volunteers (Board and Non-Board Members) into Great Fundraisers
Amy Eisenstein, MPA, CFRE
- **OCTOBER 23, 2012, TUESDAY**
The Planned Giving Toolbox
Greg Hammond, CFP, CPA
- **NOVEMBER 6, 2012, TUESDAY**
The Ever Changing World of Small Non-Profit Boards
Sean Hammerle, CFRE
- **NOVEMBER 28, 2012, WEDNESDAY**
- **DECEMBER 6, 2012, THURSDAY**
Building A Winning Team: Recruiting, Retiring and Refining Nonprofit Boards
Tom Nesbitt
- **DECEMBER 13, 2012, THURSDAY**



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- January 25, 2012 Linda Lysakowski: **Revitalizing Your Development Program, 30 Steps in 30 Days**
- February 7, 2012 Penelope Cagney: **Blue Ribbon Recipes for Capital and Endowment Fundraising Success**
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- May 22, 2012 Mark Blumberg: **Fundraising in Canada**
- June 6, 2012 Alice Ferris: **Big Gifts for Small Shops**
- June 21, 2012 Jill Pranger: **The Feasibility Study...Start to Finish**
- July 10, 2012 Amy Wolfe: **Small Shop Success: Juggling 101 – Knowing How to Keep the Right Development Balls in the Air**
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- August 23, 2012
- September 13, 2012 Adrienne Capps: **Building a Major Gifts Pipeline despite BIG Obstacles**
- September 25, 2012 Valerie Lambert: **My Job's Not What I Want It To Be – Should I Fix It or Forget It?**
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- December 6, 2012 Tom Nesbitt: **Building a Winning Team: Recruiting, Retiring and Refining Nonprofit Boards**
- December 13, 2012

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