



AFP WNY's 2011-2012
Professional Advancement Monthly
Luncheon Programs

Mark your calendars!

We are pleased to offer the ease and convenience of a **Register Once, Pay Once** monthly luncheon **8-Pack** for just **\$150 (AFP members only)** A savings of \$50 for the season!

The cost of all sessions (unless otherwise noted below) are as follows:

- **Early Bird Cost:** \$25 Members/\$35 Non-Members
- **Register after deadline date or walk-in:** \$35 member / \$40 non-member

Wednesday, September 21, 2011 ~ "Prospect Research: Finding Tomorrow's Donors"

Betsy Bowen, Director of Prospect Research at Canisius College

Also announcing the launch of AFP's new Mentoring Partnership Program

Leslie Garcia, AFP Board Member

Noon luncheon at Templeton Landing

Wednesday, October 19, 2011 ~ "Developing and Implementing a Comprehensive Strategic Fundraising Plan"

Donald J. Hahn CFCC, CFBA, CFVA

Chief Learning Officer, Hahn Training LLC

Noon luncheon at Templeton Landing

Wednesday, December 14, 2011 – "What Motivates Donors and How Can You Use This to Attract New Ones?"

Panel Discussion (TBA)

Noon Holiday Lunch at Templeton Landing

Wednesday, January 18, 2012 – "Careers in Fundraising: From Internships to Achieving CFRE Status"

Concurrent sessions followed by a joint mixer (more info to follow)

3:30 pm American Red Cross (786 Delaware Ave.) & United Way of Buffalo & Erie County (742 Delaware Ave)

Wednesday, February 15, 2012 – "The Art of Corporate Sponsorship"

Speaker to be announced. Check back later for additional information on this exciting program!

8:30 am breakfast at Templeton Landing

Wednesday, March 21, 2012 – "Get in the Loop on Creating, Reviving or Growing a Giving Circle"

Panel Discussion (TBA)

Noon luncheon at Templeton Landing

Wednesday, April 18, 2012 – "Planned Giving: Your Key to Future Funding"

Panel discussion with Financial, Legal and Tax experts (TBA)

Noon luncheon at Templeton Landing

Wednesday, May 16, 2012 – "Navigating the Fundraising Legal and Tax Minefield"

Speaker to be announced. Check back later for additional information on this exciting program!

Noon luncheon at Templeton Landing

****Please note that we require payment for all reservations not cancelled within 24 hours of the event.**

Some luncheon topics are subject to change**

Please call Lisa Lannon, AFP WNY Chapter Manager at 878-2350 with questions.