



**AFP CALGARY & AREA CHAPTER**

# the pipeline



**ADVANCING PHILANTHROPY THROUGH EDUCATION, TRAINING AND ADVOCACY**

**SUMMER ISSUE 2016, VOL. 3 ISSUE 2**

## Philanthropy Awareness Week 2016

# New Youth Conference headlines exciting week of philanthropy celebrations

By Sharon deBoer, Co-Chair, Philanthropy Awareness Week and National Philanthropy Day®, AFP Calgary & Area Board of Directors

Anniversaries are a time to celebrate, to reflect on years past and to imagine the future. This year National Philanthropy Week celebrates 20 years of philanthropy, volunteerism, leadership and success. As we take time to reflect on how much change has taken place over the last 20 years, we celebrate all of the tremendous philanthropists and sector leaders who have been honoured over the years. We remember the many volunteers who gave their time and talent to make National Philanthropy Week an experience that we all remember and look forward to every November.



Sharon deBoer, CFRE

This is also a time to ponder the future.

This year we are excited to welcome a new event to the Week's activities; the *We Are The Future* youth conference on Sat., Nov. 5, hosted by 20 young Calgarians and led by Sheliza Kassam, winner of the 2013 Youth

Generosity of Spirit™ Award, and Paul Hong. This conference will bring together 120 high school and university students in an engaging and high-energy day of philanthropy, social entrepreneurship and networking. With speakers from across Canada, a Challenge Day activity, workshops and networking, this day is



### National Philanthropy Day®

sure to inspire the next generation of philanthropists and leaders. Read more about this great event in Sheliza's story, page 2.

This year's Professionals Forum on November 8 will provide opportunities for learning and engaging. Staying current and keeping up on relevant information has never been more challenging. This year's Forum will welcome Marnie Spears, CEO, KCI (Ketchum Canada Inc.) who will present

**New Youth Conference**  
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The National Philanthropy Day® Luncheon is one of the best networking and donor cultivation events of the year. Get your tickets now at <http://www.cvent.com/events/national-philanthropy-day-luncheon/event-summary-ff69ad87adce4e03b282cb7c927454e3.aspx>

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KCI's Philanthropic Trends for 2016 followed by Jason R. Lee, JD, Interim President and CEO, AFP who will speak about the fundraising profession. In addition, this year's Hazel Gillespie Award and New Fundraising Professional and Lifetime Fundraising Professional Awards will be given out. This is a chance to celebrate the best in community investment and development professionals. Tickets go on sale in September.

The Generosity of Spirit™ honourees have been selected and we look forward to giving you a sneak peak of some of our winners throughout the month of October leading up to the National Philanthropy Day® Luncheon on November 15. Watch The Calgary Herald and Business in Calgary for your chance to get a glimpse of this year's winners, then come out on November 15 to help celebrate. Get your tickets online at <http://www.cvent.com/events/national-philanthropy-day-luncheon/event-summary-ff69ad87adce4e03b282cb7c927454e3.aspx> or contact the AFP Calgary office for more information.

None of these great events would be possible without the generous support of our sponsors. Thank you for continuing to support the best of philanthropy in our city. A big thank you to our enthusiastic volunteers who are helping to bring this day together.

We look forward to seeing you all during the many activities National Philanthropy Week has to offer.

**Welcome volunteers**

**Gisele Bouchard**, Co-Chair, Generosity of Spirit™ Committee

**Bobbi Turko**, Co-chair, Generosity of Spirit™ Committee

**Sherry Dahl**, Vice-chair, Philanthropy Awareness Week and National Philanthropy Day®



**National Philanthropy Day®**

## We Are The Future

### Conference will draw 120 youth to celebrate Philanthropy Awareness Week 2016

*By Sheliza Kassam, Chair, Youth in Philanthropy*

I still recall the day in November, 2013 when I received the Generosity of Spirit™ (GOS) Youth Award. The impact the GOS recognition has had on my life is immense as it's helped me build connections across the city and promote my nonprofit organization. When I received the opportunity to give back to the Association of Fundraising Professionals by becoming their Youth In Philanthropy Board Member, I immediately agreed.

On Sat., Nov. 5, as part of Philanthropy Awareness Week 2016, AFP Calgary and Area and 20 youth across the city (the AFP Youth committee) will be hosting a unique and exciting Youth Forum—the **We Are The Future Conference. It will be held at the University of Calgary Downtown Campus from 9:00 a.m. – 5:00 p.m.** targeting 120 high school and university students. This one-day event will allow youth to come up with an innovative philanthropic idea and bring it to life by connecting with their peers. The day will be focused on two main aspects: Mental Health and Social Entrepreneurship. We will have speakers from across Canada, a Challenge Day Activity, entrepreneurship workshops and a networking lunch where all students will be provided with business cards. There will be no charge for the event, however we request that each youth bring sanitary supplies that will be donated to Brenda's House (Children's Cottage), a homeless shelter for underprivileged families.

In order to engage as many youth as possible, we will be hosting a pre-event at the Terry Fox Run (TELUS Spark), where our Youth Committee will be leading an AFP Calgary Youth Team. We will complete the Terry Fox Run, fundraise and engage youth at the event to demonstrate our mission for the *We Are the Future* Conference. This event will be on Sun., Sept. 18 and hosted by two of the youth committee members: Nazifa Rahman and Inaara Dewani. Inaara, a 17-year-old cancer survivor, is also one of our speakers. She was diagnosed with osteosarcoma in her left tibia when she was 13 years old and fortunately overcame the obstacle a year after. Ever since, she has been

**We Are The Future**  
continued from Page 2

an avid fundraiser for the Kids Cancer Care Foundation through her Student Council and additional school events.

For our mental health aspect, we are including the "Cross the Line" Activity that involves a series of questions that address issues in a group and Mackenzie Murphy will host this and give a speech. Mackenzie has dealt with bullying since grade four. After trying to take her life on Dec. 3, 2012, she took a stand to end bullying so no one else would have to feel so hopeless and alone. Mackenzie spearheaded an Anti-Bullying bylaw in her city of Airdrie and has been speaking in schools across Canada ever since. For our entrepreneurship speakers, we will be having a professor from the Haskayne School of Business host an entrepreneurship activity and a representative from the oil and gas industry. This year we partnered with ConocoPhillips' Director of Community Investments, Barb Simic, to give a speech on how ConocoPhillips makes its decisions to direct community funds. She is a past recipient of the Hazel Gillespie Community Investment Leadership Award.

Overall, this full day conference will allow 120 youth across the city to get thinking about how they can change the world. **The networking aspect of the conference will encourage everyone to build connections and form ideas. You never know where these youths will end up, because we are the future.**

## New Emeriti and Leadership Council Celebrates Service to Calgary Chapter

*By Debra Ramage, CFRE, Chair, AFP Calgary & Area Board Emeriti and Leadership Council & a founding member of AFP Calgary & Area Chapter*

2016 marks the 20th Anniversary of the AFP Calgary & Area Chapter and celebration activities have been planned to commemorate this important milestone. One component will be the launch of the **AFP Calgary & Area Board Emeriti and Leadership Council**.

Emeritus, by definition, is a Latin term for 'earned by service'. The title is given with great consideration to those individuals who have shown exceptional leadership service and have demonstrated a high level of commitment to their organization.

The goals of the program will be to:

- Recognize distinguished service;
- Celebrate the leaders who have contributed to the development and growth of the Chapter;
- Increase networking opportunities at a senior level; and
- Strengthen AFP Calgary & Area Chapter through active engagement of senior leaders.

**An event launching the program is being planned for Tues., Nov. 8 in conjunction with the 2016 Philanthropy Awareness Week activities and National Philanthropy Day® Professional's Forum.**

Further information will be sent by email to all Chapter members early in September.

If you would like to learn more, or provide suggestions or comments to the planning committee, please contact: Debra Ramage, CFRE – Chair, AFP Calgary & Area Board Emeriti and Leadership Council at ramaged@shaw.ca.



### Limited Time Offer AFP Offers Membership Discount in Honour of NPD

#### Membership Discount

# \$50

#### Professional or Associate New Member Discount!

In honour of National Philanthropy Day® AFP will be offering a \$50 discount to new members joining in the Professional or Associate member categories by November 30, 2016!

Fill out the membership invitation as usual, but deduct \$50 from the total and include this coupon with your payment.\*

**Complete your application and send it in via mail or fax by November 30, 2016.**

*\*Coupon must be included with payment. One coupon per new member. Can also be redeemed online by using discount code NPD2016.*



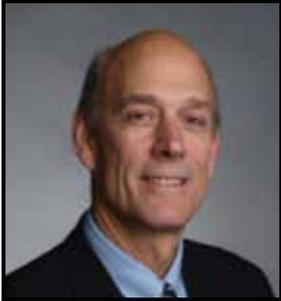
Questions, call the AFP Membership Department at (800) 666-3863.

AFP, 4300 Wilson Blvd., Ste. 300  
Arlington, VA 22203  
Fax: 703-684-1950



## MEMBER PROFILE – 20<sup>TH</sup> ANNIVERSARY

# Brian Duclos



**“What I like best about this profession is that I have been an enabler, taking the next step with an organization in realizing an evolutionary process. We are instrumental in making dreams come true and making our community better.”**

Brian Duclos

*Note: AFP Calgary & Area marks its 20th anniversary as a Chapter this year. To celebrate, we'll be profiling a long-term, Plus15 Club member (15-year member or longer) in each issue of The Pipeline. We're proud to share the story of Brian Duclos, a founding member of our Chapter, a retired fundraising executive and currently volunteer president, Canadian Club of Calgary.*

**Q: You've had a long and impressive career. What do you like most about being a fundraiser?**

To your point, I've had a 42-year career working with and for charitable organizations. Charities are special entities, created in support of individuals who have a vision to address and solve perceived community needs; what I like best about this profession is that I have been an enabler, taking the next step with an organization in realizing an evolutionary process. We are instrumental in making dreams come true and making our community better.

**Q: What has been the biggest change you've seen in the profession over the decades?**

Historically, government and “the church” were responsible for most social, health, educational and community needs. In my lifetime, I have witnessed the shift in financing non-profit sector needs back to us, “the people”, communities, non-profits. Today, development professionals in organizations are not just nice to have, but rather have become essential enablers in manifesting an organization's operations and mission.

Hand-in-hand with this, fundraisers have taken responsibility for creating our own profession (by definition, establishing standards of practice, developing a code of ethics, and providing educational opportunities, supported by research), basically all done under AFP. ”

**Q: Is there a story or experience that stands out for you as particularly meaningful or memorable? Why?**

In the early 1990s, there was an amazing confluence of forces that resulted in the creation of the Calgary Chapter. I had seen other efforts to unite as a profession fall short or be confined to one sector (i.e. health), but the individuals who came together in 1994 were aware of the need for inclusiveness. I was honoured to be part of the group that had a single-mindedness, combined with urgency, which would ultimately create the force behind the formation of the Calgary Chapter, then lead in the creation of the AFP Canadian Council, and finally take the first steps in a truly international AFP. Calgary fundraiser Andrea McManus' election to the position of AFP's Chair in 2011, the first from outside of the USA, epitomized Calgary's profound impact on all aspects of AFP and showed the importance of the work we had done.

**Q: You've been a member of AFP Calgary since its inception. What has membership in AFP meant to you, professionally and personally?**

Until recently, there weren't many of my generation who could have said,

“I spent a lifetime making a living in the fundraising profession”. Today, it is different. AFP has become a trusted brand. Virtually all job ads you see for not-for-profit fundraisers require the applicant to be a member of AFP, thus adhering to standards of practice, an ethical code and recognition of donors' rights. Looking back, I feel extremely lucky to be part of the profession's growth. Along with the unprecedented growth of the AFP membership has come our important research on salaries, positions and responsibilities. As AFP has grown, I have seen a marked shift in our worth: we have a significant impact in society while securing a decent living wage along with professional recognition and respect.

**Q: What advice would you give more junior members who aspire to a career in fundraising like yours?**

Get involved in your profession and your community. There are and always have been opportunities to move our profession forward. You need to know how essential you are to the wellbeing of our charities and, by extension, our communities, our country and our world. I have never not been a volunteer for a non-profit and/or for my profession. Through your involvement, you will access experiences, networks and benefits that are not otherwise available if you remain sitting on the fence. What you will learn will be usable at your workplace as well as in your personal life.



## Message from the President

Wayne Steer, President, AFP Calgary & Area Chapter

### Strategic Plan for 2016 – 2018

For some, certain things come easily and other things are a little more of a struggle. For your president, strategic planning falls into the latter category. Fortunately, the Calgary & Area Chapter has some very talented and skilled members who were able to step up, ease the pain and really help move the process along.

Many thanks to Jan Hollingsworth and Jocelyne Daw for helping with the first phase of the strategic planning Process and a task force comprised of Sandra Clarkson, Karen Filbert, CFRE, Phil Levson, Corey McKeown, CFRE, Stephanie Raynor-Hohol, Adriana Simon, Catherine Yates and Stephanie McWilliam for helping to move the bar on this important project, and a special thanks to Phil Levson for getting it to the finish line.

As with most strategic planning processes, we conducted a SWOT analysis and reviewed the mission, vision and values. The mission – being adopted directly from AFP International as a condition of meeting accord – seemed to be a little problematic in that it didn't fully address many of the areas that the board felt we needed to address to better serve you and to grow the chapter in the right ways and for the right reasons.

So after the first round of brainstorming we engaged Jocelyne Daw to uncover what is our why or key purpose. With findings from that exercise and our small task force – were able to boil down the **four key Strategic Priorities**:

1. Evolve the Fundraising Profession
2. Strengthen Chapter Leadership
3. Grow Membership
4. Strengthen Financial Reserves

The first strategic priority, **Evolve the Fundraising Profession**, involves bringing greater awareness of what AFP stands for, working in and with community to connect donors (dreamers) with their dreams.

**Strengthen Chapter Leadership** employs many different areas of the Board including the Volunteer Coordinator under Member Services to identify members who have been active on some committee and to identify strengths

and areas of interest to help those volunteers get the personal and professional growth they are looking for from involvement with the chapter. This also includes the longer-term vision of being able to hire an Executive Director for the chapter to be dedicated full time to looking after the higher functions of the chapter that now fall on the Board. It also includes the involvement of the Past President in the role of Chair of the Committee on Directorship (or COD). This is just the tip of the iceberg though.

**Grow Membership** – the third strategic priority – broadly involves finding out what members are looking for from their membership and working towards ensuring that the chapter serves you (the membership) and gives you value for your membership. Two of the key chairs that will be involved in working on this strategic priority are Professional Development & Advancement and Membership Services. In addition, there will be other lenses that are ever present when looking at learning opportunities and programs including Ethics, and Diversity and Inclusion.

The last – but by no stretch of the imagination the least – is to **Strengthen Financial Reserves** which includes both looking at ways to save money and ways to attract money. This will ensure more of the revenue can go towards providing you with access to superior programming to help you further develop as a professional fundraiser and to be able to save money year over year to build up a reserve that can help the chapter withstand the economic ups and downs. This area is also where focus will be placed on securing the resources to afford a full time executive director and make that position sustainable.

Right now the President and President Elect are working with the new Board to develop a framework in which to identify these Strategic Priorities, develop measurable steps to achieve them and a way to track our progress against these goals.

I am excited about the composition and skills of the new Board of Directors of the AFP Calgary & Area Chapter. I believe we are in a position to do some great things over the course of the next year that will benefit you and your career.

## Introducing the 2016 – 2017 Board of Directors for your AFP Chapter

By Lori Abernethy, CFRE, Past President

AFP Calgary & Area Chapter is delighted to welcome our slate of new and returning officers.

**Anila Umar Lee Yuen** is new to the AFP Chapter board and will hold the portfolio of Diversity and Inclusion Chair. Anila has been a community engagement strategist engaging diverse communities in Alberta for over 20 years. She has a strong background in program development, educational initiatives and career services. She is passionate about working towards sustainable solutions for marginalized groups around the world to live vibrant and healthy lives. Anila is the Chief Executive Officer of the Centre for Newcomers.

Returning to the board is **Sherry Dahl, CFRE**. Sherry will be Co-Chair of 2017 NPD. Sherry previously served on the Chapter Board as Chair of Member and Chapter Services. Sherry has been a fundraising professional in Calgary for many years, and is currently Associate Director of Development at the University of Calgary.

Also returning to the board is **Jason Demers, CFRE**. Jason will hold the position of Government Relations Chair, taking over from **Cheryl Hamlin** who moves into the position of Chair of Member and Chapter Services. Most recently, Jason served as co-chair of Banff Compass in 2011 and has also served on the Program Committee. Jason is currently Director of Development at Ambrose University.

**Wayne Steer** continues as President of the Chapter for his second term. **Karen Filbert, CFRE** continues as President-Elect. **Sandra Clarkson** (Treasurer), **Marni Halwas** (Secretary) and **Lorie Abernethy, MA, CFRE** round out the Executive committee.

**Adriana Simon**, currently Consultant with Vitreo Group Inc., returns to the role of Co-Chair of Banff Compass 2017 after her resounding success as co-chair with Sandra Lunder in 2015.

**Corey McKeown, CFRE** continues as Chair of PD&A and **Michelle Regel, CFRE** continues

as the Chair of our Every Member Campaign. **Catherine Yates** continues to steer the helm of our Communications & Marketing team.

**Stephanie Raynor-Hohol** moves into a new position on the board as Chair, Community Partnerships & Engagement.

**Sharon deBoer, CFRE** is the board representative for the NPD 2016 Co-Chairs; Sharon and **Vincent Duckworth, CFRE**, along with their large team of dedicated volunteers, are fully engaged in the build up to the 20th anniversary of Calgary's renowned NPD Awareness Week activities. This year's focus on youth is led by Youth in Philanthropy chair, **Sheliza Kassam**. Sheliza is not only a board chair and busy student at the University of Calgary, but also a previous recipient of the Generosity of Spirit™ Youth Philanthropy Award.

Congratulations to all board members and thank you for all your service to AFP Calgary & Area Chapter. The board term of office began on July 1, 2016 and continues to June 30, 2017.



**Wayne Steer**, President  
AFP Calgary & Area Chapter



**Lorie Abernethy, MA, CFRE**  
Past President



**Karen Filbert, CFRE**  
President-Elect



**Anila Umar Lee Yuen**  
Chair, Diversity and Inclusion



**Sherry Dahl, CFRE**  
Vice-chair, Philanthropy  
Awareness Week and NPD



**Jason Demers, CFRE**  
Chair, Government Relations



**Cheryl Hamlin, CFRE**  
Chair, Member and Chapter  
Services



**Marni Halwas**  
Secretary



**Sandra Clarkson**  
Treasurer



**Adriana Simon**  
Co-Chair, Banff Compass 2017



**Corey McKeown, CFRE**  
Professional Development &  
Advancement



**Michelle Regel, CFRE**  
Chair, Every Member Campaign



**Catherine Yates**  
Communications and Marketing



**Stephanie Raynor-Hohol**  
Co-Chair and Board  
representative, NPD



**Sharon deBoer, CFRE**  
Co-Chair, NPD



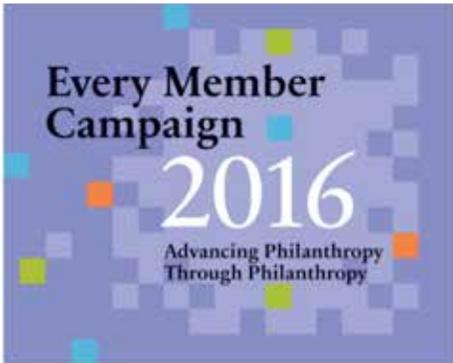
**Sheliza Kassam**  
Chair, Youth in Philanthropy



**Stephanie McWilliam**  
Chapter Administrator



**Derek Fraser, CFRE**  
Chair, 20th Anniversary



## Support the Every Member Campaign Fund Boosts Your Local Professional Development

By Michelle Regal, CFRE, Chair, Every Member Campaign

*Did you know* that your donation to the AFP Foundation for Philanthropy – Canada builds philanthropic leaders like you through scholarships, strengthens the sector through career mentoring and research, and supports material development in both official Canadian languages?

*Did you also know* that a portion of your Every Member Campaign donation comes back to our chapter to support professional development right here in Calgary?

Making a gift is easy. Just click this link: <https://afpcan.akaraisin.com/Donation/Event/Home.aspx?seid=11829&mid=8>

Our 2016 stretch goal for the Every Member Campaign is \$21,296, which will provide our chapter with more than \$7,400 towards the 2017 Professionals Forum to bring in exceptional speakers. We can reach this goal if every member gives just \$30. If your Professional Development budget is stretched – and whose isn't – then attending Professionals Forum is one of the best ways to leverage your training allowance and get your CFRE credits.

The Professionals Forum is a fantastic opportunity to connect and reconnect with peers. The 2016 Forum will provide opportunities for learning and engaging in today's world, where the pace of change is faster than it has ever been. Understanding the changing and evolving philanthropic landscape, enhancing our understanding of our profession, engaging in new practices

and understanding why people give will be key learnings of this year's Forum. This year's speakers include Marni Spears, President of Ketchum Canada Inc., and Jason R. Lee, Interim President and CEO of AFP International, among other notable guests.

**The Directors on the AFP Calgary & Area Chapter Board have a target of 100% giving to the Every Member Campaign and we will honor that commitment.** If every member of our chapter donates \$30, we will achieve our goal, which will:

- Provide exceptional local programming for you, and
- Strengthen the philanthropic sector that we cherish.

Another easy and painless way to donate is by becoming an Alpha (α) Member and donating as little as \$5 per month to make a huge difference. Given that it is the AFP Calgary & Area Chapter's 20th Anniversary, please consider a donation of \$20

per month to contribute to superior professional development in Calgary as well as the biennial national *What Donors Want* survey, salary survey and scholarships to attend the annual AFP International Conference.

Please show your support for our profession by making a gift today:

<https://afpcan.akaraisin.com/Donation/Event/Home.aspx?seid=11829&mid=8>

“We can reach our stretch goal if every member gives just \$30.”





# RORY & FRASER GREEN WORKSHOP

September 21, 2016, 8:00 a.m. to 4:30 p.m.

4 Sessions – 1 Amazing day!

## DONOR PSYCHOLOGY WITH FRASER GREEN

**Do you know what your donor is REALLY thinking? Do you wish you could get INSIDE THEIR MINDS?**

Join Fraser Green as he reveals “The Psychology of Persuasion”.

We all THINK we know how to communicate and fundraise. But do we? Really? Are we tapping in to the NEUROSCIENCE that reveals new secrets on how people actually think and make decisions?

During this workshop Fraser will share some key neuroscience secrets and use practical examples on how to get inside your donor’s brain. Don’t miss this session!

1

## 3D PHILANTHROPY WITH FRASER GREEN

**We need to reach out to donors in a new, more genuine way. 3D Philanthropy is about challenging what we think we know about fundraising and how we can connect with our donors in all three dimensions.**

At the end of the day, donors are just people. And people go through their days moving between their three natural dimensions – the intellectual, the emotional and the spiritual. If we really want to connect deeply with our donors, we must learn to reach their heads, their hearts AND their souls.

2

## MEANINGFUL DONOR CONVERSATIONS (THAT RAISE MORE MONEY) WITH RORY GREEN

**“We have two ears and one mouth so that we can listen twice as much as we speak.” Being able to have a deep and meaningful conversation with a donor remains a powerful tool all fundraisers need. It’s all about asking great questions and listening well.**

Face-to-face conversations remain the most powerful way to develop a relationship, despite all of today’s technological advancements. Focusing on practical tips on listening, interacting with donors one-on-one, and asking “magic questions”, this interactive session will give you the tools you need to be a great major gifts fundraiser.

3

## KEEPING THE DONOR LOVE ALIVE & THRIVING

**Donors to your cause deserve to feel special, appreciated and valued.**

As fundraisers we are measured on the asks we make and the gifts we close. But that’s not how our donors measure our work. They pay attention to the thank-you’s they receive and how they feel when they get them. Maybe that is why, as a sector, we have a big problem: donors are falling out of love with giving to us.

Spend an hour with Rory Green as she explores real life #DonorLove examples and creative ideas with one purpose: helping you keep the relationship with donors alive and thriving. Be inspired to make #DonorLove a priority in your daily work and walk away with practical tips to help donors keep that loving feeling.

4

## SPECIAL LUNCHEON PANEL

**We ask three fundraising families, “How are we instilling a culture of philanthropy in the next generation? How did you instill that culture in your families? How has the philanthropic landscape changed and how are we adapting?” Join us for a great discussion.**

**Registration is \$225 (\$275 non-members). Register now. Space is limited!**

**REGISTER NOW AT [WWW.AFPCALGARY.COM](http://WWW.AFPCALGARY.COM)**

# Government Relations Update

By Jason Demers, CFRE, Chair, Government Relations

On Jan. 1, 2017, Alberta's new Climate Implementation Act will see Alberta's carbon levy come into effect. Many of us are concerned over the financial impact this will have on our respective charities by further removing money from mission-funding initiatives.

The Minister of Environment and Parks has agreed to form a working group consisting of government and nonprofit representatives, along with subject matter experts, to focus on this issue.

For updates on the outcomes of this working group go to <http://www.calgarycvo.org/> and click here (insert link <http://www.calgarycvo.org/?s=carbon+levy> for the detailed report on what CCVO and AFP are doing on the issue.

## Congrats Calgary

AFP International notes 20th anniversary



Congratulations to the AFP AB, Calgary & Area Chapter Chapter for its critical work over the past 20 years in advancing ethical fundraising and promoting philanthropy in your local community.

Fundraising and philanthropy are so important in our society. People look to charities for leadership. They use philanthropy to connect with others, to create change, and to become part of something bigger.

The AFP AB, Calgary & Area Chapter Chapter provides tools to local charities and increases philanthropic awareness. Our association wouldn't be where it is today without the dedication, hard work and passion your chapter has exhibited since its creation in 1996. Your chapter has advanced AFP's mission and continues to promote fundraising as a critical and highly respected profession.

On behalf of the AFP board of directors and the AFP staff, congratulations as your chapter celebrates 20 years.

Sincerely,

Jason Lee  
Interim President & CEO  
AFP International

## Mark your Calendars!

### FALL- WINTER 2016 PROFESSIONAL DEVELOPMENT & EVENTS SCHEDULE

#### SEPTEMBER

**September 21**

Rory and Fraser Green Workshop

Location: Hotel Blackfoot

**September 29**

Understanding How and Why Millennials Give (Webinar)

Location: SAIT

**September 30 – October 1**

CFRE Review Course

Location: Hotel Blackfoot

#### OCTOBER

**October 14 – 15**

Fundamentals of Fundraising Course

Location: Hotel Blackfoot

**October 19**

Networking Breakfast

Location: Hotel Blackfoot

**October 24**

Building a Holistic Approach to Grant Seeking (Webinar)

Location: SAIT

#### NOVEMBER

**November 5**

We are the Future Youth Conference

Location: U of C Downtown

**November 7**

The Importance and Opportunity of Diversity and Inclusiveness in Fundraising (Webinar)

Location: SAIT

**November 8**

NPD Professionals Forum

Location: Hotel Blackfoot

**November 8**

Emeriti and Leadership Council Kick-Off Event

Location: Hotel Blackfoot

**November 9**

Exclusive Generosity of Spirit™ Reception

Location: Oddfellows Building

**November 15**

National Philanthropy Day® Luncheon

Location: BMO Centre

#### DECEMBER

**December 13**

Cold Calling and Prospecting for Development Officers (Webinar)

Location: SAIT

**December 14**

AFP Holiday Luncheon

Location: Hotel Blackfoot

For more information on AFP programs, or to get involved with your local Chapter, please contact Stephanie McWilliam at [afp@telus.net](mailto:afp@telus.net) or 403-297-1033.



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