2012 AFP California Capital Chapter Educational Programs

**January 18, 2012** (Chapter Monthly Program Luncheon) - *Generational Dynamics of Philanthropy* – Speaker: Gordon Fowler, 3fold Communications

**February 15, 2012** (Chapter Monthly Program Luncheon) – *Build A Bridge through Annual and Direct Giving* – Speaker: Catherine Connolly, MBA, CFRE

**February 21, 2012** (El Dorado Extension Program) – *The Power of Renew* – Speaker: Catherine Connolly, CFRE

**March 8, 2012** (Webinar) – *Nonprofit Branding: Strategies to Stand Out and Win Donors* – Speaker: Jocelyn Daw

**March 21, 2012** (Chapter Monthly Program Luncheon) - *Relationships: Storytelling for Major Gifts* – Speaker: Dr. Michael W. Chapman, UC Davis

**April 18, 2012** (Chapter Monthly Program Luncheon - Joint-session, Extended Program with Planned Giving Forum of Sacramento) – *Jumpstart your Planned Giving Program and Effective Communication Strategies for Elevating your Donors to Planned Gifts* – Speaker: Pamela J. Davidson, J.D.

**May 15, 2012** (El Dorado Extension) - *Friends, Followers & Fans: Ethical Fundraising in a Rapidly Changing World* – Speaker: Julie Bornhoeft, MA, CFRE, WEAVE Inc.

**May 16, 2012** (Chapter Monthly Program Luncheon) – *Successful Steps to Securing Major Gifts* – Speakers: Theodore Blackburn and Bridget Keane, CCS Fundraising

**June 20, 2012** (Chapter Monthly Program Luncheon) – *THINKING INSIDE THE BOX For Fundraising Success* – Speakers: John Armato of Fleishman-Hillard International Communications

**July 18, 2012** (Chapter Monthly Program Luncheon) - *What it Means to Be an Ethical Fundraiser* - Speaker: Janice Gow Pettey, CFRE, Chief Development Officer of GLIDE Foundation

**August 8, 2012** – (Webinar) *The New Face of Fundraising and Engagement – Smartphones and Mobile Web Technology* - Speaker: Tonia Zampieri

**August 15, 2012** (Chapter Monthly Program Luncheon) - *It’s All about Conversing with Your Donors – Stewardship and Cultivation Strategies for Planned Giving* – Speakers: Judee Daniels, CFRE and Elfrena Foord, CFP
August 21, 2012 (El Dorado Extension) - Future Gifts...Relationship building for tomorrow’s needs – Speaker: Julie Van Dooren, American Cancer Society

September 19, 2012 (Chapter Monthly Program Luncheon) - The Velvet Rope: Special Events that are Actually “Special” - Speakers: Alice Ferris, MBA, CFRE, ACFRE and Jim Anderson, Goalbusters

September 6 -7, 2012 - CFRE Review Course

September 10-11, 2012 – Fundamentals in Fundraising Course

October 4, 2012 – How to Turn Your Volunteers (Board and Non-Board Members) into Great Fundraisers - Speaker: Amy Eisenstein, MPA, CFRE

October 16, 2012 (El Dorado Extension) – How to know if a Capital Campaign is right for your organization - Speaker: Ruth Burgess

October 17, 2012 (Chapter Monthly Program – Partnership with Merrill Lynch, 4th Annual Non-Profit Fiduciary Conference) – Making Your Philanthropic House a Home: Governance and Legal Considerations for a Donor-Centered Nonprofit Organization - Speakers: David Cloninger, Merrill Lynch; Matt Laufman, VP of Philanthropic Services, Merrill Lynch, and Rebecca Gardner, Estate Attorney

December 12, 2012 (Chapter Monthly Program Luncheon) – Thank You Boot Camp – Facilitated by Julie Bornhoeft, MA, CFRE, WEAVE Inc.