

# THE NEWS RAISER



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**Note the Special Date**

- **1/10/08 AFP Membership Meeting & Program.** 11:45 am—1:15 pm, B.S. Roberts Room at OSU-Tulsa.

**RSVP deadline is January 7, 2008.**

**HAPPY HOLIDAYS!**

## January 10, 2008 Chapter Meeting & Program: *Role Playing for Major Gift Asks*

We are in for a real treat when **Kayla Acebo** conducts role playing scenarios for making the important and sometimes intimidating major gift ask. Her role playing presentation, which involves audience members, spotlights the dos and don'ts of major gift asks in a fun, informative and entertaining way. Whether you are new to fundraising or an experienced practitioner, part of a large fundraising office or small, you will take away some new insight and useful tips on approaching donors for the big gift.



**Kayla Acebo**

Kayla Acebo is a nineteen-year veteran in the field of institutional advancement in both the public and private sectors of higher education. She currently serves as the Associate Vice President of Institutional Advancement at The University of Tulsa.

Kayla previously held the position of Assistant V.P. for University Development at OU-Tulsa where she was responsible for building the framework for a new development operation. She is the former Director of Development for the College of Engineering and Natural Sciences at The University of Tulsa, and coordinated all major gift solicitations to corporations and foundations on behalf of the university. She also served as Director of Development and Alumni Relations at Rogers State University in Claremore, Oklahoma, and Director of Public Relations and Publications at Friends University in Wichita, Kansas.

Join us for this special program and learn skills you can put to use immediately!

### AFP Eastern Oklahoma Chapter Monthly Program

Date: **Thursday, January 10, 2008 [NOTE THE DIFFERENT DATE]**  
 Time: 11:45 a.m. check-in  
 12:00 – 1:15 p.m. lunch buffet and program  
 Location: B.S. Roberts Room at OSU-Tulsa, 700 N. Greenwood  
 Cost: \$15 members, \$20 non-members  
 Registration: Online at [www.afpeastok.org](http://www.afpeastok.org) or to Ruth Richards at [rerichards@cox.net](mailto:rerichards@cox.net)

**Deadline to register is Monday, January 7, 2008**

**SAGE ADVICE  
FROM  
BRENDA MICHAEL-HAGGARD, CFRE**

**Inspire Someone, Today!**

When was the last time you were “inspired?” Ok, so maybe I am writing for readers who are inspired daily by the work you do. Because, of course, you were, at least once, inspired to join in the compelling fight for/against \_\_\_\_\_(insert your cause) \_\_\_\_\_.

(Let’s use the first of Merriam-Webster’s definition of inspire, “to influence, move, or guide by divine or supernatural inspiration.” If membership is interested, we could tackle supernatural inspiration at a monthly meeting séance.)

Take a quick second and think about what influenced your joining your current not-for-profit organization. Does that same spark still inspire you, today? Has the inspiration gathered fuel and is now a raging fire, or (eek!?) barely flickering? Let’s continue as if the inspiration is an out-of-control wildfire...

While you were inspired to take up a cause, do you find that you now are looked to for maintaining the inspiration? As development professionals (for many organizations, the only paid development staff), we are responsible for articulating the mission and stating the case for support. Board and staff often take two steps back leaving development staff out in front when it comes to tasking someone to get everyone else excited about the \_\_\_\_\_ (insert cause)\_\_\_\_\_ .

Whether that makes sense or not, it takes a great deal of energy to smile and cheer everyone else on during our 12-plus-hour days. So, help manage your smiling energy and cheerful excitement with a simple two-step plan.

First, every morning boldly state to yourself in the mirror, “I will inspire someone, today!”

Second, choose to implement your own strategy of inspiration: smile, speak positively of \_\_\_\_\_ (insert cause)\_\_\_\_\_, or be a living testimonial at every opportunity. That 12-second elevator speech comes in pretty handy. After this second step, let it go.

*Continued on page 3*

**WELCOME NEW  
AFP MEMBERS!**

**Sharon Thoele**  
Executive Director  
**Tulsa C.A.R.E.S.**

**Jennifer Greb**  
Foundation Center Coordinator  
**Tulsa City County Library**

**Janet W. Walker, MBA**  
Development Manager  
**Philbrook Museum of Art**

**Mary Ellen Evans-Opstein**  
Development Director  
**Emergency Infant Services**

**Debra Ingram, Esq.**  
Interim President/CEO  
**Oklahoma Credit Union League**

**Alison Robbins**  
Executive Director  
**The Simon Estes Educational Foundation**

**Denise Erhardt**  
Executive Director  
**Bartlesville Community Foundation**





## 2007 National Philanthropy Day Honors Special Tulsans

The **Association of Fundraising Professionals Eastern Oklahoma Chapter** hosted its 25<sup>th</sup> Annual National Philanthropy Day Awards Luncheon on November 29<sup>th</sup> to recognize those individuals who have made significant contributions to communities and organization throughout the area.

**Robert D. Thomas & William F. Thomas** of Senior Star Living were named *Outstanding Philanthropist* for their continued promotion of philanthropy in the Tulsa community – not only through their own generous giving, but through their hands-on involvement in many of Tulsa's organizations. The Thomas brothers serve on many boards throughout the community including the Alzheimer's National Board of Directors, American Senior Housing Association, Sooner Chapter of the Cystic Fibrosis Foundation and the Tulsa Community Foundation.

**Jacqueline Kouri** was named the *Outstanding Volunteer Fundraiser* for her continued service to the Tulsa community and for her demonstration of the true spirit of volunteerism by exhibiting a contagious passion for community involvement and service. Kouri is a community volunteer and serves on the Board of Directors for the Tulsa Ballet and the Alzheimer's Association.

**Janis Updike Walker, MA, CFRE**, was named the *Outstanding Fundraising Executive* for her over 30 years of service working for area non-profits and her ongoing example to her peers and the entire Tulsa community of professionalism, ethics and involvement in the area of philanthropy. Updike-Walker is the Director of Development for the Philbrook Museum of Art.

**The Youth Philanthropy Initiative (YPI)** was presented with the *Outstanding Youth in Philanthropy Award* for their leadership and creativity in implementing the ADAP program in area schools to educate and assist teens dealing with depression. Youth Philanthropy Initiative (YPI), funded by the Charles and Lynn Schusterman Family Foundation, is a youth-led organization made up of a diverse group of high school students from the Tulsa area. Teens are grouped into cohorts, which run for up to three years and work to make a positive, lasting difference on an issue facing Tulsa teens.

The luncheon was held at the Downtown Doubletree Hotel and featured **Russ McCaskey** of Channel 2 as the emcee and **Simone P. Joyaux** as the speaker. **Nancy Hatfield**, president of AFP of Eastern Oklahoma, welcomed over 400 guests to the luncheon. A balloon drop closed the luncheon in celebration of the 25<sup>th</sup> anniversary of the Eastern Oklahoma Chapter of AFP. The event was generously sponsored by the **George Kaiser Family Foundation**.

Chairs for the event were Susan McCalman and Nancy Moore. Committee Members included Paula Hall-Collins, Martha Desmond, Diana Edens, Ben Leslie, Amy Livingston, Meredith McDaris and Fay Palma.

The Association of Fundraising Professionals (AFP) represents nearly 28,000 members in more than 190 chapters throughout the world, working to advance philanthropy through advocacy, research, education and certification programs. The association fosters development and growth of fundraising professionals and promotes high ethical standards in the fundraising profession.

*Thank you to everyone who made this event so successful!*

## Top Ten Reasons for Joining the Association of Fundraising Professionals

1. **Proclaim your professionalism.** *Adding your name to the ranks of almost 26,000 fundraising professionals declares your pride in the profession you have chosen.*
2. **Advertise your integrity.** *AFP has a reputation for upholding high standards. Since every AFP member signs his/her adherence to the [Code of Ethical Principles and the Standards of Professional Practice](#) every year, you align yourself with like-minded practitioners of ethical fundraising.*
3. **Advance your career.** *AFP members enjoy [educational opportunities](#) designed to increase knowledge and keep up with the newest trends in fundraising, both on the international and local levels.*
4. **Further your cause.** *The more that you learn about the latest methods in fundraising, the better equipped you are to further the cause of the organization you represent.*
5. **Network with others who do what you do.** *Making connections is an important part of fundraising for the cause you represent. Meet others who can help you make those connections.*
6. **Advocate for your profession.** *Serious-minded professionals know that serving the profession means responding to calls for action from those who represent the profession. AFP has an active program that monitors trends in education, regulation, and practice standards and periodically advises members on required action.*
7. **Serve your profession.** *Opportunities abound for individuals to serve on international and local committees that work on a variety of issues from building the core body of fundraising knowledge to building the public trust in the philanthropic process.*
8. **Don't reinvent the wheel...use available resources.**  
*[AFP's Resource Center](#) can provide you with the resources you need to do your job well. AFP staff can assist you in many areas ranging from how-to materials to samples of materials developed by other fundraising professionals that will fit your needs.*
9. **Play a part in elevating the status of the fundraising profession.**  
*Your membership in AFP and your dedication to the ethical principles that guide the fundraising process elevates the entire profession.*
10. **Do it for YOURSELF!** *It's all about YOU, the fundraising professional. AFP's educational, networking, and career planning programs will take you where you want to go!*

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**T**he 2007 Chapter President is Nancy Hatfield (The Nature Conservancy), the Vice President of Communications is Larry Bartley, CFRE (Tulsa Library Trust) and *The News Raiser* Editor is Lynn Sossamon, CFRE (Strategic Solutions).

**T**he Chapter's web site is [www.afpeastok.org](http://www.afpeastok.org).

**D**eadline for articles to be included in *The News Raiser* is the 15th of the month prior to publication. You can send articles and comments to the editor by emailing [lynn@sossamon.com](mailto:lynn@sossamon.com).