



THE NEWS RAISER

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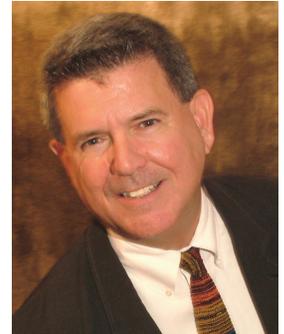
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Note The Dates

- **9/7/06 AFP Monthly Membership Meeting** - 9:30 am - 3:00 pm. RSVP by 9/1.
- **9/14/06 AFP Audio Conference** - Noon - 1:30 pm at Community Food Bank
- **9/28/06 AFP Executive Board Meeting** - 4:00 pm at Hospice of Green Country
- **10/5/06 AFP Monthly Membership Meeting** 11:30 am - 1:15 pm OSU-Tulsa

Communications Expert Tom Ahern Presents Expanded Program at September 7 Chapter Meeting

International communications expert Tom Ahern, ABC, will present three information-packed sessions on September 7. These sessions will help you communicate with and market to your donors more effectively (and isn't that what we all want!) The Eastern Oklahoma Chapter of AFP and Oklahoma State University-Tulsa is helping to underwrite the cost to bring in Mr. Ahern keeping the cost for all three sessions incredibly low. See below for registration details.



Tom Ahern is president of Ahern Communications, Ink., with offices in Rhode Island and France. He specializes in capital campaign materials and other nonprofit communications. His clients range in size from an international child development agency to local nonprofit groups. Ahern also consults on market development with several of the country's larger community foundations.

Tom Ahern has won three prestigious Gold Quill awards from the International Association of Business Communicators (IABC). Ahern is also a magazine journalist and food columnist. He has his MA and BA in English from Brown University, and a Certificate in Advertising Art from the Rhode Island School of Design.

PROGRAM

- | | |
|-----------------------|---|
| 9:30 a.m. | Registration |
| 10:00 - 11:30 a.m. | "Writing to Strangers: The Science & Secrets of Effective Fundraising Communication" |
| 11:45a.m. - 1:15 p.m. | AFP Chapter Meeting and Lunch
"Starting or Perfecting a Bequest Marketing Program: Good Advice from the World's Top Experts" |
| 1:30 - 3:00 p.m. | "The Perfect Donor Newsletter" |

Hurry! Registration Deadline is September 1

The cost of all three workshops for members of the Eastern Oklahoma Chapter of AFP is the customary \$15 lunch fee. OSU-Tulsa staff and OSU Foundation staff may also attend all workshops for just \$15. Non-AFP members pay only \$45 for all three sessions and lunch. **Reservations must be made for lunch AND the workshops in order to obtain a copy of the handouts.** Luncheon seating is limited so make your reservation ASAP to Michelle Boatright at mboatright@captc.org. Payment can be made in cash or check that day. For more information, contact Lynn Sossamon at lynn@sossamon.com.

AFP Audio Conferences

Free to Members!

Audio conferences are a great way to fill up your fundraising toolbox, and they're FREE to members. Non-members only pay \$15.

Mark your calendar now for these upcoming sessions:

Thursday, September 14
Refining Defining Major Gifts – The Impact on All Campaigns
 Presented by Kent E. Dove, CFRE

Thursday, October 12
Strategic Planning to Lower Fundraising Costs and Boost Revenues
 Presented by Mal Warwick
 (this session was originally broadcast in July and is being offered again)

Tuesday, December 5
 (web & audio conference)
What Fundraisers Need to Know about Budgets & Financial Statements
 Presented by R. Barkley Calkins

Audio Conference Location and Registration Information

Sessions will be held at the Community Food Bank of Eastern Oklahoma, 1404 N. Kenosha Avenue, just off Highway 75 and Pine. Sessions begin promptly at Noon and end at 1:30. You can bring your lunch if you like. You must register in advance to receive the handouts. **Contact Marcia Graham at mgraham@cfbeo.org or 585-2800, ext. 111, for more information about audio conferences and to register.**

national
philanthropy
day



Change the world with
a giving heart.

Save the Date!

Awards Luncheon
Friday, November 17
Doubletree Hotel Warren Place

Watch for your invitations in early October. Additional details about the event will be in the next newsletter.

September Audio Conference: Refining Defining Major Gifts – The Impact on All Campaigns

Major Gifts. What are they, really? Confused? If so, you're not alone. This is possibly the most overused and misunderstood concept in fundraising today. This session will define major gifts both in terms of the annual fund, endowments and the capital campaign (there are major differences.) Kent Dove will explain why this confusion leads to an overabundance of capital campaigns that aren't really "capital" in their nature or "major" in their gift design. Subsequently, too often many capital campaigns are destined to struggle or doomed to failure.

Participants will be able to:

- Understand the different types of major gifts
- Identify the characteristics of each
- Recognize the professional qualities that successful major gift officers possess
- Identify what is necessary for a campaign to succeed

Kent Dove, CFRE, is the senior vice president, development at the Indiana University Foundation. He also is the author of the acclaimed *Dove on Fundraising* series, described in a recent book review as "an extraordinary series that has set the bar for all other writers in the field."

This audio conference will be held September 14, noon to 1:30. Look to the left for registration and location information. **Deadline to register for this audio conference is September 12.**

The **News Raiser** is published monthly (except during summer) by the Eastern Oklahoma Chapter of AFP.

Editor - Karen Senger

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Copy deadlines are usually the 15th of the month for the following month's issue.

Recognize Deserving Young Philanthropists

Nominate your student or student group for the Outstanding Youth in Philanthropy Award. The Eastern Oklahoma Chapter of AFP is looking for elementary thru high school students who have demonstrated outstanding commitment to the community through direct financial support, development of charitable programs and leadership in philanthropy.

The Outstanding Youth in Philanthropy recipient or recipients will be honored during the 24th Annual National Philanthropy Day luncheon on November 17. Honorees, their parents and award nominators will be invited to attend the awards lunch.

Your nomination should include the following:

- Description of what the nominee/did, including goals, process, budget, and other people involved in the process (adult leaders or adviser) and of the time, talent and/or treasure the youth gave for the common good and the results that were achieved.
- Description of the impact the nominee/project had on the community, including numbers of people involved, organizations helped, etc. Please include the names and contact information of individuals at the organizations who benefited from the nominee's work.
- Long term (1-2 years) impact of the nominee's work. Will the project/s be ongoing and has the nominee considered the next steps or is working on other projects?
- Evidence that the project/s can serve as a prototype for others or is easily replicable in other communities.

ALL nominations must be received by October 2, 2006

Send nomination forms to:
 Laura Hailey-Butler
 Youth in Philanthropy Chair
 2405 E. Skelly Drive
 Tulsa, OK 74105

For questions, contact: Laura Hailey-Butler at lhb@ymcatulsa.org or 918-728-3913.

NW Arkansas Chapter of AFP Offers Planned Giving Summit

The Northwest Arkansas Chapter of AFP will host the Planned Giving Summit on September 22 from 8:15 - 4:00 at the Embassy Suites in Rogers, Ark. The cost is \$85 per person and lunch is included.

Presented in partnership with Leave A Legacy, this full day conference will feature facilitators from across Arkansas on a variety of topics including: Donor Identification, Online Websites, Planned Giving Techniques, Best Practices, Managing Donor Information and Marketing Planned Giving Programs.

Space is limited, so early reservations are encouraged. Reservations may be made by emailing Hope Bradberry hbradberry@faylib.org or by mailing your check to
AFP of NWA
PO Box 9264
Fayetteville, AR 72703

Chapter Web Site Under Construction

Thanks to a web site initiative launched by AFP International Headquarters in cooperation with Kintera, our chapter will soon have a web site. It will be created based on provided templates and will offer a lot of options including online registration for meetings and events.

The web site will be developed in stages—a basic web site will be available first and then additional “bells and whistles” will be added. The plan is to have the web site live by the end of October. For more information about the web site, contact Karen Senger at karen.senger@okstate.edu or 918-561-1219.

Welcome Our New Members!

Kassie D. DuVall
 Tulsa Boys' Home
kduvall@tbhinc.org

Lee Bartel
 John 3:16 Mission
lbartel@john316mission.org

Amy Amatucci
 Price Tower Arts Center
aamatu@pricetower.org

Pat Seibert
 The Salvation Army
pseibert@tulsacoxmail.com

Andrea Widdows
 Blessings International
awiddows@blessing.org

Andrea Hutchinson
 Iron Gate
ahutchinson@trinitytulsa.org

Clara Van Hosen
 Sicke Cell Disease Assoc.
cvanhosen@tulsacoxmail.com

Upcoming Monthly Chapter Programs

All monthly meetings are held at OSU-Tulsa in the B.S. Roberts Room. Check-in is from 11:30 a.m. to Noon. The program starts a little after Noon and concludes by 1:15 p.m.

October 5, 2006

Tales from the Crypt: Good, Bad, and Ugly Fundraising Stories

Kent Stroman, CFRE; Fay Palma, CFRE; and Tish Stewart, CFRE

December 7, 2006

990 or 911

Jeanne Gillert, Grants Manager, Zarow Family Office, LLC and Shelle G. Lutke, CPA, Hogan & Slovacek

January 4, 2007

Ethics in Fundraising

Carol Alexander, ACFRE

For more information about any of these programs, contact Program Chair Lynn Sossamon at lynn@sossamon.com.

AFP Foundation Sends Thanks to Chapter

The AFP Foundation for Philanthropy graciously thanked our Chapter for it's \$1,000 gift to the 2006 Chapter Treasury Campaign. Our Chapter's donation to the AFP Foundation helps support scholarships, research, lectures and other programs that train and educate fundraisers on an international level.

Job Opportunities

Director of Development

Girl Scouts

Manage the fund development unit, coordinate fundraising campaigns and identify sources for funds: individuals, corporations, foundations, annual giving, capital campaign, planned giving and United Way. Advise and consult with the Chief Executive Officer in creating long-range fund development strategies to meet Council's financial goals. Write proposals, grants, and individual giving letters. Provide professional expertise and direction to the resource committee in assisting with fund development. Reports to CEO, part of management team. Salary competitive. Send cover letter, resume and three references to CEO, Girl Scouts- Red Lands Council, 121 NE 50th Street, Oklahoma City, OK 73105 or email to executivedirector@redlandscouncil.org.

Director of Development

Oklahoma Jazz Hall of Fame

Responsibilities for this fulltime position include, research, prioritize, write and submit successful grant applications to foundations, corporations and individuals; coordinate membership development; and work on special events. A degree level qualification is required. Call 596-1001 for an appointment.

Community Relations Director

Camp Fire - Green Country Council

Responsibilities for this fulltime position: Public relations, including council publications; manage annual youth sales (Spring candy sales & Fall gifts & magazines); and staff support for special event fundraiser. For position description, email bhenderson@tulsacampfire.org. To submit resume, email jobs@tulsacampfire.org

V.P. for Institutional Advancement

Hartwick College - New York

This nationally ranked liberal arts college in Oneonta, NY offers an outstanding professional opportunity for an energetic self-starter to become V.P. for Institutional Advancement. The Vice President provides leadership to a 22-staff development team which last year raised more than \$6.5 million. To learn more about this position, contact RPA Inc. at 1-800-992-9277.

Know a Great Graphic Artist?

Dillon International is seeking a freelance graphic artist to assist with outsourced projects. If you have worked with a local graphic artist you would recommend please call Susanna Will at 749-4600 or email her at susanna@dillonadopt.com.