



Making Time for Major Gifts – Don’t Let Your To-Do List Get in the Way of Fundraising!
A Networking Breakfast & Panel Presentation
May 30, 2008

Is your “to-do” list getting in the way of your fundraising? Are you finding it impossible to dig out from under the piles and get out from behind your desk? Is your prospect moves list so long you wonder where to get started? **Are you looking at the calendar and at your bottom line and wishing there were a way to reconcile the two?**



You’re not alone! It takes a lot to manage your organization – attending meetings, developing plans, monitoring programs, working with volunteers and staff, and more. And all of these critical tasks seem to draw you away from getting out and making those personal visits to raise support from your donors. Whether your organization is large or small, in making the case for implementing a successful major gifts program, you must learn how to balance and manage your work load while keeping major gift fundraising high on your list of regular tasks. **If you don’t make time for major gifts, who will?** It’s a delicate balance, but you can do it!

AFP/DC is here to help with an exciting program led by two of the Chapter’s volunteer leaders.

Come and hear from experienced professionals who have accomplished a great deal by making donor interaction an ongoing priority. Spend time with your peers and colleagues as they explore practical ways to ensure that the work gets done and the donors get engaged. This special Fundraising Forum will provide participants with useful ideas they can take back to their organizations, their staff and their volunteers, so that everyone can make time for major gifts!

Presenters:
Grace Hong, *President*, Association of Fundraising Professionals, DC Chapter and Director of Development, Children’s Hospital Foundation.
David Whitehead, *Director*, Association of Fundraising Professionals, DC Chapter and Chief Development Officer, AARP Foundation.

When: Friday, May 30, 2008

Time: 8:00 - 8:45 a.m. Networking
9:00 - 11:00 a.m. Presentation

Location: L’Enfant Plaza Hotel (Monet Room on the 2nd fl)
480 L’Enfant Plaza, SW
Washington, DC 20024
202-484-1000

Registration Rates*:

- ✓ AFP/DC Members: \$65
 - ✓ Nonmembers: \$75
 - ✓ Small Organization Discount: \$35 (See Chapter Website for Details—available to members of organizations with budgets of 500,000 or less.)
- *There will be a \$20 late or on-site registration fee.

REGISTER ONLINE at afpdc.org (*Education & Events/Current Events*)

Why Should You Attend an AFP/DC Forum? Listen to what your peers are saying:

“In the almost 20 years that I have been involved with AFP/DC ... I have never heard the kind of praise for an educational offering that I am hearing about the [April] forum. Three people whom I supervise attended, and their enthusiasm for the material tells me that this must have been special.”

Andy Zovko, Director of Development, Equal Justice Works