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TREASURER

BreeAnn Hohulin 309-694-5578

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Beth Gilbert 309-692-7631

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Robin Ballard 309-694-8511

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Open Position

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Kimberly Weeks, CFRE 309-688-8671

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Roger Meyer, CFRE 309-655-4874

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Vikki Baptiste 309-829-0691

DIRECTORS

Jeff Parmenter 309-637-1771

Shelly Smith, CFRE 309-677-3091

Dennis Steele 309-693-8291

Julie Witte 309-686-1177

NEWSLETTER QUESTIONS?

Kimberly Weeks, CFRE 309-688-8671
kweeks@girlscouts-gsci.org

MEETING RESERVATIONS?

Beth Gilbert 309-692-7631
bgilbert@peoriaymca.org

ADDRESS/CONTACT CHANGES?

Heather Wolbeck
hjwolbeck@sbcglobal.net

PHILANTOPICS

Association of Fundraising Professionals

January 2010

The Virtuous Not-For-Profit Organization

Presented by Dr. Aaron A. Buchko, Ph.D.

What makes a not-for-profit organization a great organization? And what makes a great not-for-profit organization? These are NOT the same question! For too long, we've focused on how to become a "great" organization, without asking ourselves what makes an organization great.

In his remarks, Dr. Buchko will address the qualities and characteristics that make some not-for-profit organizations truly great organizations. He'll talk about the discipline that drives some organizations to be great. He will share insights on the Mission-Policies-Strategy-Plan process that enables organizations to adjust and adapt to changing conditions while still maintaining the qualities of greatness that makes some organizations stand out from the rest. And he will provide you with insights that you can use to assess your own organization and begin the process of making your organization a truly great one.

Dr. Aaron Buchko is Professor of Management in the Foster College of Business, Bradley University, teaching graduate and undergraduate courses in Planning and Strategy and graduate courses in Executive Development and Ethics. He earned his Ph.D. in management from Michigan State University.

Prior to entering the academic field, Dr. Buchko had a successful career for several years in production, sales, and marketing, and was the chief marketing officer for a publishing company. His research and writing focuses on business planning, competitive strategy, and executive development, and he has published a textbook, research monograph, and over twenty articles in various academic journals and professional publications, including the Academy of Management Journal, Advances in Strategic Management, The Journal of Business

Research, and The Journal of Management Studies.

Dr. Buchko is a Past President of the Midwest Academy of Management, and has received Bradley University's Mergen Award for Public Service, New Faculty Achievement Award for Teaching Excellence, and the MGP Products Award for Outstanding Teaching in the Foster College of Business. He is a confidential advisor and consultant to executives in many organizations, conducts numerous professional seminars, and is a frequent speaker to corporate, trade, and civic associations.



The January 13th meeting is in the Michel Student Center on Bradley's campus; in the Alumni Dining Room on the main floor of the Student Center. The cost is \$15 for AFP members and \$20 for guests. Registration is at 11:30 a.m., lunch is provided at 11:45 a.m. and the presentation begins at 12:00 p.m.

Directions From Bloomington: Take I-74 West towards Peoria. Take the University Street Exit. Turn left onto University. Turn right onto Main Street. Turn left onto Elmwood and enter the campus. The Michel Student Center is on your right. You may park in any available parking space.

Reservations: To RSVP, contact Beth Gilbert at bgilbert@peoriaymca.org or simply send your check marked "January meeting" payable to: Central Illinois Chapter AFP, P.O. Box 5323, Peoria, IL 61601. A reservation form is located on page two.



Please contact Kimberly Weeks at kweeks@girlscouts-gsci.org if you no longer wish to subscribe to this newsletter.



2010 Central Illinois

AFP Board members:

(left to right) Front row:

BreeAnn Hohulin, Vikki Baptiste, Kimberly Weeks, CFRE, Nicole Campen, Kristen Berchtold, Shelly Smith, CFRE, and April Gould, CFRE.

Back row: Robin Ballard, Dennis Steele, Michael Maginn.

Not pictured: Rich Draeger, CFRE, Beth Gilbert, Roger Meyer, CFRE, Jeff Parmenter, Mark Roberts, CFRE, and Julie Witte.



The Virtuous Not-For-Profit Organization

Aaron A. Buchko, Ph.D.

Wednesday, January 13, Bradley University, Michel Student Center

Registration at 11:30 a.m., Lunch at 11:45 a.m., Program 12:00 p.m.

Name: _____ Organization: _____
 Address: _____ City/State/Zip: _____
 Phone: _____ E-Mail: _____

\$15 per AFP member \$20 per guest Amount Enclosed \$ _____

To make your reservations for the January meeting, contact Beth Gilbert at bgilbert@peoriaymca.org.

Please send this form with a check marked "January" payable to: **AFP Central Illinois Chapter**

Central Illinois AFP, P.O. Box 5323, Peoria, IL 61601

RESERVATIONS ARE DUE BY January 8.

Board Member Spotlight-Julie Witte

Vice President of Development and Marketing, Easter Seals



What are you responsible for at Easter Seals?

I manage the special event program for Easter Seals in both Peoria and Bloomington and support the VIP Campaign in both locations. I also manage marketing initiatives for the agency.

What impresses you the most about Easter Seals?

Easter Seals is mission rich. Also, we attract the most generous, hard working and passionate donors and volunteers.

How did you get your start in fundraising?

10 years ago I joined Easter Seals as the Event Assistant. I knew I wanted to work for a place with a strong mission where I could learn and grow.

What is the best thing about your job?

The wide variety of projects and the people I get to work with...both staff and volunteers. Of course the most rewarding part is seeing kids hit milestones each day such as first steps and first words.

How long have you been involved with AFP and what do you like about it?

I have helped with National Philanthropy Day for a few years. I am excited to serve on the board and find where my talents can help the group.

What is the best career advice you have ever received?

Work to give donors and volunteers a meaningful experience. It is up to us as fundraisers to engage people so they feel like the treasure they are.

What do you hope to do in your career that you have not yet done?

So much! Short term...start a signature event in McLean County.

Describe your perfect day.

A little office time...great committee meeting with a sponsor commitment at the end...watching a therapy session with my favorite Easter Seals kiddo, Payton...Going home and spending time with my husband and my own little miracle...my son, Christian! Maybe a good meal and a glass of red wine somewhere in there!

In 1988, our Chapter was the second Chapter in the US to offer the First Course in Fund Raising outside of the National Conference! That year, we also received our first Five Star Chapter Achievement award.

Membership Update

Robin L.T. Ballard



On behalf of the AFP Board of Directors we would like to welcome the following new members who joined AFP in November:

Keri Budde
Wildlife Prairie State Park
3826 N. Taylor Road
Hanna City, IL 61536
kbudde@wildlifeprairiestatepark.org

Kelly Gschwend
Director of the Annual Fund
Eureka College
300 East College Ave
Eureka, IL 61530
Phone: (877) 892-7823
kgschwend@eureka.edu

Teresa Kennell
Dev Researcher & Support Coordinator
Eureka College
300 East College Ave
Eureka, IL 61530
Phone: (877) 892-7823
tkennell@eurkea.edu

Members on the Move:

Congratulations to Lauren Obalil who is the new Foundation Community Coordinator for the Peoria Cancer Center Foundation.

If you have changed positions, please make sure you go onto the AFP website to make the change so we will have the most up to date information on you. Also, please let me know so I can announce it in PhilanTopics.

AFP members – please remember to bring your business card to each chapter meeting so you can enter into the drawing for a cool gift and the **Member Spotlight**.

If you or someone you know would like information on becoming an AFP member, please contact me (309) 694-8511 or rballard@icc.edu and I will be happy to send information or talk with you about it.

Members Only: Do you have an event in February you would like to promote?

Please submit your information to Kimberly at
kweeks@girlscouts-gsci.org

Position Opening

Knox College-Assistant/Associate Director of the Knox

Knox College seeks an assistant or associate director of the College's \$2.8 million annual fund team. The position reports to the director of the Knox Fund.

Responsibilities include managing the student phone gift campaign, recruiting and leading class agents and class solicitations, soliciting faculty and staff, developing a parent donor program and steering group, and visiting local alumni.

The successful candidate must be highly organized and able to perform more than one project at a time; possess an attention to detail; have proven written and excellent verbal communication skills; be comfortable with face-to-face solicitation; be creative; be excited to work as part of a team; have knowledge of social media and familiarity with data systems; and have excellent interpersonal and social skills and a high energy level.

A Bachelor's degree is required. Two to three years of fund raising or comparable experience is preferred; exceptional entry-level applicants may be considered. Knowledge of a liberal arts college environment is a plus.

Review of applications will begin immediately and continue until the position is filled. Send letter of application, resume, and contact information for three professional references to Gina Zindt, Director of Human Resources, Knox College, K Box 200, 2 E. South Street, Galesburg, IL 61401 or email to gzindt@knox.edu.

In keeping with its commitment to equal rights since it was founded in 1837, Knox College particularly welcomes applications from members of underrepresented groups. Knox College does not discriminate on the basis of sex, gender identity or expression, race, color, creed, national or ethnic origin, sexual orientation or affectional preference, age, marital status, disability or other irrelevant factors in admission, financial aid, employment, athletics or any of its educational policies and programs. Questions and comments regarding this policy should be addressed to the affirmative action officer, Gina Zindt, Knox College, Galesburg, Illinois, 61401-4999.

AFP Member Testimonial



One month after accepting my current position I attended Fundraising 101. From that time on, every member of the group has been there to help me succeed. The scholarships offered for both membership and the International Conference in Dallas got me off to a great start. I can't imagine being in this profession without this kind of support, it has been invaluable to my career.

-Larry Brinkman
Development Director
Evenglow, Pontiac IL