



## 2018 Professional Development Calendar

*\* All educational sessions marked with "\*" will begin with an ethical scenario and discussion (approx. 10 minutes)*

- September 26 \***                      **Food for Thought**    8:30 am – 12:00 pm  
Northern Trust • 755 Beachland Blvd  
***Giving USA Report***  
Presented by Melissa Brown  
Can data about why people give help you raise more money for your nonprofit organization? Yes! Please join us for an interactive workshop as nationally-ranked fundraising trainer Melissa Brown reveals the results of the 2018 Giving USA: Annual Report on Philanthropy. Melissa will not only show us what to look for in the trends but also dig into the "drivers" of giving so we can harness them better. Participants will come away with a better understanding of what motivates donors and give their organizations an edge when planning for fundraising success.
- October 18 \***                      **Webinar and Social**    4:00 pm – 5:15 pm plus Social  
Webinar 4:00 pm  
United Way of Indian River County • 1836 14<sup>th</sup> Avenue • Vero Beach  
"10 Secrets to Optimizing Your Online Donation Process for Maximum Dollars Raised and Retained" presented by Steven Shattuck  
Social immediately following at Sean Ryan's Pub • 2014 14<sup>th</sup> Avenue
- November 14**                      **National Philanthropy Day**  
Vero Beach Museum of Art  
5:30 pm – 7:30 pm  
*More information to follow*
- December 5**                      **Holiday Party and Annual Meeting**    4: 30 pm – 6:30 pm  
Blue Star Bourbon Bar • 2227 14<sup>th</sup> Avenue • Vero Beach  
Holiday party and election of 2019 AFP Indian River Chapter Board of Directors