



2018 Professional Development Calendar

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

July 16 *	Food for Thought Northern Trust • 755 Beachland Blvd United Way of Indian River County • 1836 14 th Avenue • Vero Beach "Philanthroculture – Understanding and Implementing Cultural Differences in Fundraising" presented by Lilya Wagner, CFRE, EDD	8:30 am – 10:00 am
August 8 & 9	CFRE Review Course with Janet Ginn, CFRE Two Day event Northern Trust • 755 Beachland Blvd \$125 per person Breakfast, Lunch & Snacks Included <i>Registration available at www.afpindianriver.org</i>	8:30 am – 5:00 pm
September 26 *	Food for Thought 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.	8:30 am – 12:00 pm
October 18 *	Webinar and Social Webinar 4:00 pm "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 th Avenue	4:00 – 5:15 plus Social
November 14	National Philanthropy Day Vero Beach Museum of Art 5:30 pm – 7:30 pm <i>More information to follow</i>	
December	Holiday Party and Annual Meeting <i>More information to follow</i>	