

LEADERSHIP
PORTLAND, OR
OCT. 20-22, 2016

ACADEMY



Presented by:



Chapter Management 101

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Why Are You Here?

- To discover the “must-know” information
- To know resources: online and people
- To connect with your fellow chapter leaders

Introductions

- Name
- Chapter
- Position
- Fun fact about yourself



Balancing Act



Why Are We Here?

Session Goals

Session Materials: find them here:

www.afpnet.org/CM101

Membership Categories

- Professional
- Young Professional
- Retired
- Associate
- Collegiate
- Global
- Small Nonprofit Organizational
- Large Nonprofit Organizational
- Business
- Strategic Alliance

IHQ Membership Marketing

- Joint Mailings: regular mail and email
- Special Coupons: anniversary & NPD
- Printq—at www.afpprintq.com

Welcome to AFP PrintQ!



If you need assistance logging into the site, please contact AFP at (800) 666-3863.

Chapter ID:

Password:

Enter

Clear

IHQ Membership Marketing

- Orientation Call

- Membership Chair Resources:

<http://www.afpnet.org/Audiences/ChapterNewsDetail.cfm?ItemNumber=26435>

- Written membership plan

Chapter Sharing

How does your chapter promote and market membership in the different categories?



Officer Roles

PRESIDENT ELECT – Not as easy as it looks

- Pay attention
- CFRE
- Chapter Officer training
- Break in period
- Talk to your boss
- Be there, be everywhere

Officer Roles

PRESIDENT – Big Picture

- The rule of 3 (President-elect, President, and Immediate Past President)
- No mandate/Not Commander in Chief
- Communications!
- A great job – enjoy it!

Officer Roles

PRESIDENT – Leading

- Stretch your Be the Cause gift
- Omega Circle Gift/PAC Gift
- Chapter Officer training
- Don't operate in a vacuum
- Who you gonna call?

Officer Roles

PRESIDENT – Managing

- Volunteers serve at your pleasure
- BOD Retreat
- In person solicitation of Board (BtC, Omega, PAC)
- Speaker Gifts = Library
- BE the CAUSE – are we not fundraisers?

Officer Roles

PRESIDENT – Housekeeping

- Monthly Lunches
- BOD Lunch passes
- BOD Recognition/Thank you
- Missed meetings

Officer Roles

IMMEDIATE PAST PRESIDENT

- No early retirement
- Lead New BOD member orientation
- Give guidance and support
- Get involved on an AFP International Committee
- And then, a year to reflect.....

Officer Roles

IMMEDIATE PAST PRESIDENT

– Committee on Directorship
(Nominating Committee)

- Procedures
- Returning BOD Members
- New BOD Members

SPEED DATING *



6 minutes more to go.....

Requirements of Chapter Management

- Accord
- Planning
- Ethics
- Membership Categories
- Bylaws
- CPC Representation

Chapter Accord

Parts 1, 2 and 3—completed online

Part 4—emailed to

Chapter.Accord@afpnet.org

Part 1 deadline: December 15, 2016

Parts 2-4: Deadline January 15, 2017

Chapter Accord

Accord Orientation Conference Call:

November 10, 2016

Remember: Accord is a **MUST DO**

Requirements

- Strategic Planning
- Succession Plan

Requirements

Ethics

- AFP's Code of Ethical Standards
- 1-800-666-FUND

Membership Categories

- Set by IHQ
- Chapters cannot change

Requirements

Bylaws & Affiliation Agreement

- Standardized Bylaws
- Chapter Affiliation Agreement

CPC Representation – CPC meeting is
TODAY, October 20 at 3:00 pm

Chapter Services Department

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Rose Sandoval – Chapter Services Director for chapters in Mexico and the Caribbean
(52) 55 3626 1592, rsandoval@AFPnet.org

Common Pitfalls



How Do We Help You?

- Chapter Presidents Newsletter
- Chapter Management Resource Guide
- Orientations/Strategic Conversations
- Chapter Exchange Program
- LinkedIn Groups
- Chapter Website Program
- Chapter Awards Programs

Chapter Presidents Newsletter

- Top chapter news
- Top To-Dos
- All key chapter links
- All key dates and deadlines
- Link to Chapter Management Resource Guide

Orientations/Strategic Conversations

- Accord Orientation (November 10, 2016)
- Presidents/Presidents-Elect
- Chapter Administrators
- Chapter Webmasters
- Membership Chairs
- Treasurers
- Foundation Chairs
- Diversity Chairs

Chapter Exchange Program

- Lead Chapter
- Participant Chapter
- Your Experiences

www.afpnet.org/ChapterExchangeProgram

LinkedIn Groups

[Group 1 \(15 – 50 Members\)](#)

[Group 2 \(51 – 100 Members\)](#)

[Group 3 \(101 – 250 Members\)](#)

[Group 4 \(251 - 400 Members\)](#)

[Group 5 \(400+ Members\)](#)

[Chapter Administrator Group](#)

[Chapter Webmaster Group](#)

[Collegiate Chapters](#)

[Diversity & Inclusion Group](#) for Chapter Leaders

[Leadership Academy](#)

Chapter Website Program

AFP encourages all chapters to have a web presence to advance our mission, goals and branding.

Chapter Award Programs

- Ten Star Award
- Ten Star Gold Award

Diversity & Inclusion

- Friends of Diversity Award
- Diverse Communities Scholarship Program
- Affinity Networking Opportunities (ICON and LinkedIn)
- What are you doing in your chapters to promote Diversity & Inclusion?

AFP Foundations for Philanthropy

The AFP Foundations for Philanthropy enhance philanthropy and volunteerism through programs of education, research, and service that benefit those who lead, serve and support nonprofit institutions.



AFP Foundation for Philanthropy - Canada

- Create Sector Advocates Through Education
 - Webinars
- Build Philanthropic Leaders Through Scholarships
 - National Scholarship Program
- Strengthen the Sector Through Career Mentoring
 - Mentoring Grants Available
- Foster Understanding Through Research
 - What Canadian Donors Want
 - Call for Research Papers
- Diversity and Inclusion
 - Ontario Fellowship Program
 - National Strategic Plan on D&I for Canada

AFP Foundation for Philanthropy-Canada 2016 Annual Fund: Every Member Campaign

As of October 1, 2016:

- \$97,256 from 478 donors
- \$5,502 from online giving donated by AKA New Media
- 62% of current donations through Alpha Society
- 76% of \$125,550 goal

2015 EMC Stats:

- Total raised \$137,236
- Overall participation rate 28%

AFP Foundation for Philanthropy - Mexico

- AFP Asociacion Civil (A.C.) formed
- Education
 - Hemispheric Congress
 - Indesol partnership
- Scholarships
- Research
- Translation

2016 AFP Foundation for Philanthropy

Diversity & Inclusion

- Diversity Scholarship Program

Professional Development & Leadership Grants

- Emerging Fundraisers Conference: June 2-4, 2016
- Chamberlain Scholarships

Research

- Growth in Giving Initiative

100% Board Participation for Annual Fund Campaigns

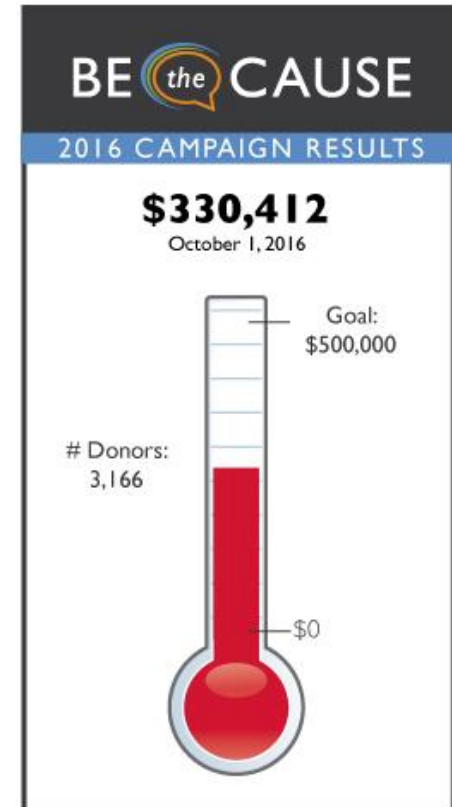
2016: 107 chapters

- Canada: 9 (45% of 20 chapters)
- U.S.: 98 (57% of 171 chapters)

AFP Foundation for Philanthropy 2016 Annual Fund: BE the CAUSE Campaign

Gifts and pledges as of October 1, 2016:

- \$330,412 from 3,166 donors
- \$29,804 (9%) from the calling program
- 65% of \$500,000 goal



BE CAUSE

Empower. Strengthen. Transform.

Online Resources

For Members

www.afpfoundation.org/bethecause

Scholarship Stories, Impact of contributions, & 2016 and 2015 campaign results

For Chapters

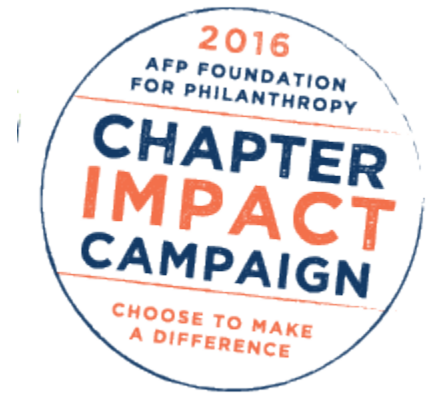
www.afpfoundation.org/toolkit

Campaign Materials, Sample Chapter Materials & Chapter Resources



Chapter IMPACT Campaign *For U.S. & Canada Chapters*

- Gifts & Pledges as of October 1, 2016
 - \$31,478 from 50 chapters
- Chapter-directed giving
- US Chapters – BE the CAUSE Distribution as Chapter IMPACT Gift



Contacts for AFP Foundations for Philanthropy

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LEADERSHIP ACADEMY

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**THANK YOU FOR ALL YOU
DO FOR AFP!!**