



## **2016 Program Calendar** ***Save the Dates!***

January 14, 2016  
11:45 a.m. – 1:15 p.m.  
Lunch @ the University Club

Tiffany Dowling – M3 Group

***Hello, Who Are You? What Do  
You Do? Marketing & Branding***  
CFRE CREDIT 1.5

February 11, 2016  
11:45 a.m. – 1:15 p.m.  
Lunch @ University Club

Brian Keehner, Melanie McGuire  
& Andrew Watkins  
Michigan State University

***Where is My Career Going?  
Talent Development***  
CFRE CREDIT 1.5

March 16, 2016  
8:00 a.m. – 4:00 p.m.  
Eagle Eye Golf Course  
Continental Breakfast & Lunch

Spring Conference  
Phil Zellar  
John Greenhoe  
BJ Hull

***Building Your Fundraising  
Muscle***  
CFRE CREDIT 6.5

April 14, 2016  
11:45 a.m. – 1:15 p.m.  
Lunch @ the University Club

Jennifer Barrymore & Chester Hodges  
Prospect Development  
Michigan State University

***Eureka! We've Struck Gold –  
Art of Prospect Discovery***  
CFRE CREDIT 1.5

May 12, 2016  
8:00a.m. - 9:30 a.m.  
Breakfast @ the University Club

Patricia Warner, Major Gift Officer,  
WM Beaumont Hospital

***Don't Leave Money on the  
Table – Cultivating, Closing  
and Stewarding Major Gifts***  
CFRE CREDIT 1.5

June 9, 2016  
11:45 a.m. – 1:15 p.m.  
Lunch @ the University Club

TED Talk with moderator

***A Discussion with Bill &  
Melinda Gates: Why Giving our  
Wealth Away has been the  
Most Satisfying Thing We've  
Done***  
CFRE CREDIT 1.5

September 8, 2016  
11:45 a.m. – 1:15 p.m.  
Lunch @ the University Club

Joe Garcia & Heather Yevseyev  
Cristo Rey Community

**Chief Cook & Bottle Washer –  
Fundraising in Small Shops  
CFRE CREDIT 1.5**

October 13, 2016  
8:00 a.m. – 9:30 a.m.  
Breakfast @ the University Club

Allied Professionals in Planned Giving  
MSU Office of Gift Planning

**Making the Gift of a Lifetime –  
Don't Wait Until They're Dead  
to Ask  
CFRE CREDIT 1.5**

November 10, 2016  
11:45 a.m. – 1:15 p.m.  
Lunch @ the University Club

Justin Sheehan and AFP-CAC Board  
Members

**Ethics  
CFRE CREDIT 1.5**

December, 2016  
Member Appreciation and  
Networking (Location TBD)

Our Members

**Annual Meeting & Member  
Mixer**



Association of Fundraising  
Professionals  
Capital Area Chapter

1128 Clark Rd.  
Lansing, MI 48917  
517.490.6107  
[afp\\_cac@yahoo.com](mailto:afp_cac@yahoo.com)  
[afplansingmi.afpnet.org](http://afplansingmi.afpnet.org)

**2016 Program Co-Chairs**

Dan McKean [mckead@lcc.edu](mailto:mckead@lcc.edu)  
517.483.1987

Becky Jo Farrington [farring5@msu.edu](mailto:farring5@msu.edu)  
517.432.9738

*Please contact us with your program ideas  
for 2017!*