



# Thursday Thoughts

## Share Your Knowledge at RMPI



The AFP fall conference, Rocky Mountain Philanthropy Institute (RMPI) is a gathering of fundraising professionals in Breckenridge, Colorado. In addition to some quality networking time, RMPI also provides top notch opportunities for learning. We're looking for some fabulous speakers who will present interactive workshops for those who attend RMPI.

Would you or someone you know be the right presenter for one of these workshops? We're looking for people with valuable insight and excellent presentation skills. Topics submitted must be applicable to an audience of Fundraising Professionals, whether it be beginner, intermediate, or advanced.

New this year: our speaker application is now electronic! [Click here](#) to complete the application. All submissions must be received by March 30th at 5 pm in order to be considered for RMPI 2018. All speakers who are chosen to present will receive a complimentary registration to RMPI and opportunities to network with top fundraising professionals in our state.

[APPLY NOW](#)

## Job Postings

Girl Scouts of Colorado - [Database Manager](#)

[See all job postings >>](#)

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## AFP International Conference Dinner

If you are attending the 2018 AFP International Fundraising Conference, then we would love to have you join us for dinner! We are planning a group dinner for Colorado attendees at 6:30 p.m., Sunday, April 15. Email [DeAnn](#) to be added to the information list.

INTERNATIONAL  
**FUNDR**  **ISING**  
CONFERENCE NEW ORLEANS, LA  
APRIL 15-17, 2018

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**Thursday, March 8th**  
**8:00 am - 10:00 am**

### A Few Ways to Weave Gift Planning into Your Next Donor Visit

Join us for a discussion on specific phrases and techniques that development officers can use to introduce gift planning concepts into everyday donor conversations. Presenting will be Katy Kotlarczyk, Department Head and Senior Director Gift Planning and Leadership Giving University of Colorado

**Fluid Coffee Bar**  
[501 East 19th Avenue, Denver](#)

[Learn More >>](#)



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## Early Bird Registration ends

# Wednesday - Register Today for the March Education Luncheon!

## Shoulder to Shoulder: How Words Matter in Building Relationships

Have you ever found yourself wondering "How do I build a case for support that will both achieve the vision of my organization while inspiring donors?" How do we create a narrative that will earn a transformational gift conversation?" AND "How do I respectfully engage a benefactor in these types of gift conversations that increases the joy for the benefactor and lowers the anxiety?" Why am I afraid to do so? What is the fear?"



*Scott Arthur and Dan Reed*

So often, development professionals talk to donors and prospects about funding priorities and budget shortfalls rather than telling a compelling story about the impact of philanthropy and how that impact aligns with the donor's passions and/or personal experiences. On Friday, March 9, 2018, join Scott Arthur, Vice Chancellor of Advancement at the University of Colorado Anschutz Medical Campus, and Dan Reed, CEO of Seed Fundraising, as they talk about how employing donor-centered cultivation, solicitation, and stewardship strategies can help your organization secure transformational major gifts and make you a more effective fundraising professional.

**Friday, March 9th**  
**11:30 am - 1:30 pm**

[REGISTER NOW](#)

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## Member Spotlight

**KUDOS!** *Celebrating the accomplishments of our members.*

Kudos to **Andrea Eisinberg** on her new position as the Individual Donor Manager at Invest in Kids. Andrea will be responsible for developing and implementing engagement and fundraising strategies to lead the organization's major and individual donor program.



Kudos to **Josh Zmroczek, CFRE** on his new position as Major Gifts Officer at Morris Animal Foundation. He will be responsible for improving and protecting the health of animals through scientific innovation, education, and inspiration while cultivating and stewarding a national portfolio of donors.

*If you have some great news to share, like a promotion, a new job, or an award received, email us at [AFPkudos@gmail.com](mailto:AFPkudos@gmail.com). Please note this is specifically to celebrate our Members, so no need to send the results of your latest campaign or event.*

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## Upcoming AFP Events

### March 8th

Coffee Chat - "A Few Ways to Weave Gift Planning into Your Next Donor Visit"

[Learn More](#)

### March 9th

AFP Colorado Chapter Education Luncheon - "Shoulder to Shoulder: How Words Matter in Building Relationships"

[Register Now](#)

### March 30th

RMPI 2018 Call For Speakers

[Apply Now](#)



AFP is a membership organization committed to advancing philanthropy. We offer resources and create opportunities to help fundraising professionals be the best they can be. We bring fundraisers together to network, grow professionally, and advance our field. [Visit Our Website](#)

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