



Association of Fundraising Professionals

2010 WEB/AUDIOCONFERENCES

Educating Fundraisers in the 21st Century



AFP San Diego is pleased to announce the 2010 lineup of web conferences, so mark your calendars!

Each workshop is **free** to all chapter members. Come and network with other local professionals to learn practical tools for improving your development strategy from noted authorities in the development field.

All conferences are hosted at the United Way, at 4699 Murphy Canyon Road, 92123. As a member, you will receive monthly registration information for the upcoming workshop. We encourage all members to take advantage of this AFP benefit and achieve your 2010 fundraising goals!

AFP San Diego wishes to thank the Samuel I. & John Henry Fox Foundation at Union Bank for their underwriting support.

- **FEBRUARY 4, 2010, THURSDAY**
Warming the Cold Call
John Greenhoe, CFRE
- **MARCH 11, 2010, THURSDAY**
Selling Major Sponsors
Phil Immordino
- **APRIL 6, 2010, TUESDAY**
The Truth About What Nonprofit Boards Want: Passion and Partners
June Bradham, CFRE
- **MAY 20, 2010, THURSDAY**
The Stalled Campaign
Julia Walker
- **JUNE 9, 2010, WEDNESDAY**
50 Asks in 50 Weeks: How to Jumpstart Your Small Development Office
Amy Eisenstein, MPA, CFRE
- **JULY 14, 2010, WEDNESDAY**
Legacy Giving Building Blocks: A Simple Approach to Attracting Long-Term Support
Caleb Rick, JD
- **SEPTEMBER 23, 2010, THURSDAY**
Power Shift: Secrets to Success in the Digital Donor -Centric World
Vinay Bhagat
- **OCTOBER 7, 2010, THURSDAY**
Annual Campaign - Raising More Money with Fewer Resources
Erik Daubert, MBA, ACFRE
- **NOVEMBER 16, 2010, TUESDAY**
Charity or Social Service Business? The Road to Sustainability!
Jean Block
- **DECEMBER 9, 2010, THURSDAY**
AFP Think Tank: The Law and Nonprofits



*Please note each web conference offers CFRE points!