



Announcing... a Continuing Education Workshop



*Call Reports from Starbucks  
and other tips for the road warrior development officer  
with John Huebler, MPA, University of Illinois at Chicago*

This advanced seminar is designed for experienced development professionals who hold major donor portfolios. Attendance is limited to 15 participants, who will be asked to contribute their own experiences to the group knowledge. Discussion will be organized around four topic areas, intended to cover *both* gift development for your organization *and* career development for you:

- Finding the Right Fit
  - prospecting for work & landing your position as a major gifts officer
- Job Transition
  - culture, processes & systems
- The Major Gift Pipeline
  - cold calling
  - discovery & qualification calls
  - moving suspects to prospects to donors through visits & actions
  - bringing faculty, deans, program officers & executive leadership to the table
- Working on the Road
  - organizing travel to be the most productive
  - best strategies for call reports & donor follow-up

John Huebler, MPA, is a regional major gifts officer with the University of Illinois at Chicago (UIC). He holds a portfolio of donors in southern California and Nevada from 15 of UIC's colleges and units. John has also served as a regional gift officer, a unit advancement director and a corporate and foundation relations officer with Michigan State University and Grand Valley State University. Prior to his university work, John was a development officer with the State Bar of Michigan and the Lansing Area AIDS Network. He has been an AFP member since 1999, has facilitated local AFP educational programs and been a guest speaker in masters level university courses in nonprofit administration.

**Friday, August 20, 2010**

**8:30a Registration**

**9-11:30a Workshop**

**Calvin College  
Prince Conference Center  
1800 E Beltline SE  
Grand Rapids MI 49546**

**COST** \$75 — AFP Member  
\$100 — Not-Yet-A Member (Join AFP at the workshop & receive a \$25 refund!)



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Grand Rapids MI 49516-6302

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## Announcing... an AFP-WM Continuing Education Workshop

# *Call Reports from Starbucks and other tips for the road warrior development officer*

**Friday, August 20, 2010 — 9 to 11:30a**  
**Calvin College's Prince Conference Center**  
**1800 E Beltline SE, Grand Rapids MI 49546**



TO REGISTER, RETURN THIS FORM AND FEE TO: **AFP-West Michigan**, c/o Chapter Administrator, PO Box 6302, Grand Rapids MI 49516-6302  
or fax to 616.732.4481

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

\_\_\_\_ Credit Card:  VISA  MasterCard # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Exp. Date \_\_\_\_\_ 3-digit V-Code \_\_\_\_\_

\_\_\_\_ Check payable to AFP-West Michigan enclosed.

\_\_\_\_ \$75 **AFP Member rate**

\_\_\_\_ \$100 **Not-Yet-A Member rate**

\_\_\_\_ **Total Payment**

**Call Reports from Starbucks Friday, August 20, 2010**

Questions? [odonndeb@aquinas.edu](mailto:odonndeb@aquinas.edu) or 616.988.8020

Visit [www.afpwm.org/scholarships](http://www.afpwm.org/scholarships) for information regarding educational program scholarships.