



Chicago Chapter

"Briefing the Solicitor Team"

AFP Chicago Webinar Series

Wednesday, February 8, 2012

12 noon – 1:30 pm

Program overview:

Successful major gift fundraising is 90% preparation and 10% ask...and perhaps no part of the preparation is more important than briefing your solicitation team.

Join **Travis W. Carley**, Vice President, **CCS** and **Joanna Evans**, Manager of Major and Individual Gifts, **Adler Planetarium**, as they review the tools that will prepare your team for success, including how to present this information to your solicitors in a way that inspires confidence and provide the greatest chance of securing your organization's next major gift. Key learning objectives include:

Learning Objectives:

- Discuss the importance of briefing your solicitation team and the most important elements to include
- Review tools and techniques that will best prepare your team for their next "ask"
- Discuss challenges, and strategies to address them

Speakers:

- **Travis W. Carley**, Vice President, CCS
- **Joanna Evans**, Manager of Major and Individual Gifts, the Adler Planetarium



Full participation in the December AFP Chicago Webinar is applicable for 1.5 points in Category 1.B – Education of the CFRE International application for initial certification and/or recertification.

Please note: you are personally responsible for tracking your CFRE points

Special thanks to our 2011 Webinar sponsor **Copley Raff, Inc.!**



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Registration

Please return this form with payment by Monday, February 6, 2012 to the Chapter Office to ensure your space. Each reservation requires a form. No phone reservations are accepted. Please note that all credit card reservations will be charged prior to the event. Cancellations must be submitted in writing on organizational letterhead and received 48 hours before the Webinar or you will be charged.

Please **include an email address** to receive a confirmation and receipt for your registration as well and information on how to access the Webinar. If you do not receive confirmation of your registration within 48 hours of the event, please call 630-416-1166 or email mvickers@afpchicago.org to confirm your registration was received

A computer systems test will be emailed to you prior to the Webinar to ensure a smooth virtual experience. Please be sure to test your system at least one day before the start of the Webinar.

Costs:

- AFP member rate: **\$49.00** per registrant/computer
- Non-member/guest rate: **\$69.00** per registrant/computer

Please print or type:

First Name _____ Last Name _____ CFRE

Title _____

Organization _____

Address/City/State _____

Phone _____ Email Address _____

*Please mail or fax this completed form to: AFP Chicago Chapter, 1717 N. Naper Blvd, Suite 102
Naperville, IL 60563 • Fax (630) 596-1042
For more information, visit www.afpchicago.org or call us at (630) 416-1166, ext 305*

Payment Information

Checks should be made out to AFP Chicago. Please mail in this registration form with payment to:
AFP Chicago Chapter
1755 Park Street, Suite 260
Naperville, IL 60563

Please note: in order to ensure your reservation, please submit payment form no later than Tuesday, February 7. Registrations received without payment will NOT be accepted. Please do not submit your form with credit card information, instead use our secure online system to pay by credit card at <http://www.afpchicago.org/February8>. Paper forms submitted with credit card information will not be processed.