



2017 Professional Development Calendar

August 16/17, 2017

Fundamentals of Fundraising

Two Day Event – 8:00 am – 5:30 pm

Northern Trust – 755 Beachland Boulevard

\$390 AFP Members/\$490 Non-Members

\$100 AFPIR Members completing Course Scholarship Application

Light Breakfast and Lunch included both days

September 19, 2017

Food for Thought

8:00 am – 9:30 am

Northern Trust • 755 Beachland Blvd

“Strengthening Communication Skills for Development Practitioners”

Presented by Katha Kissman

With so many people on information overload today, those who understand the critical need to develop positive, strong and effective interpersonal communication skills will have a competitive edge. Being able to communicate well helps one to best interact with others both within the workplace and with clients to achieve desired goals. Verbal (one-on-one, presenting to groups), Non-Verbal, Listening, and Appearance are all part of developing strong interpersonal communication skills. Sharpening abilities in these areas allows a person to develop needed rapport and empathy to build relationships. This session will provide not only food for thought, but tools to implement to increase your communication skills for greater success as a development professional as well as in life.

Includes Breakfast

October 25, 2017

Webinar

4:00 pm – 5:15 pm

United Way of Indian River County – 1836 14th Avenue, Vero Beach

“Strategic Planning for Maximum Fundraising Success”

with Martha Schumacher, CFRE, ACFRE, MinstF and Bob Carter, CFRE

Social

5:30 pm - ?

Blue Agave – 1979 14th Avenue, Vero Beach

Cash Bar – Munchies provided by AFP Indian River

All members welcome! Renew friendships – Make new friends

November 15, 2017

National Philanthropy Day

Vero Beach Museum of Art

5:30 pm – 7:30 pm

More information to follow

December, 2017

Annual Meeting

For the latest event information please refer to: [www. afpirc.org/Events.html](http://www.afpirc.org/Events.html)