



## 2018 Professional Development Calendar

- January 16**                      **Annual Membership Meeting**                      8:00 am – 10:00 am  
Northern Trust • 755 Beachland Blvd  
Casey Lunceford, Provost  
Mueller Campus • Indian River State College  
In the non-profit world, we always seem to be understaffed and could use an extra pair of hands. Come learn about IRSC's Internship Program!  
Includes Breakfast and opportunity to volunteer for chapter committees
- February 21**                      **Webinar and Social**                      4:00 – 5:15 plus Social  
Webinar 4:00 pm  
United Way of Indian River County • 1836 14<sup>th</sup> Avenue • Vero Beach  
**“Using Neuroscience to Improve Your Fundraising Results”**  
Presented by: Simone P. Joyaux, ACFRE, Adv Dip  
*A working knowledge of recent neuroscience discoveries can help you raise more money. In fact, understanding consumer behavior can help you raise lots more money. This session explores some key principles that influence behavior – and how fundraisers can apply those principles to donors. Don't worry! You don't have to be a scientist to understand and use this stuff.*  
5:30 - ? Networking Social  
Southern Social • 1932 14<sup>th</sup> Avenue • Vero Beach
- March 20**                      **Food for Thought**  
Northern Trust • 755 Beachland Blvd  
8:00 – 9:30 am  
**Avoiding Campaign Calamities**  
Stephen Higgins, CFRE  
President, Carter  
Lenora Ritchie, CFRE, APR  
Vice-President, Carter  
Light breakfast will be served
- April 27**                      **A+ Speaker Event with Chuck Loring**                      8:30 am – 3:00 pm  
Northern Trust • 755 Beachland Blvd  
\$80 • 10% Discount for groups of 3 or more  
Breakfast and Lunch will be provided
- May 10**                      **Food for Thought**  
Northern Trust • 755 Beachland Blvd  
8:00 – 9:30 am  
**Tax and Accounting Implications for Nonprofits**  
Scott A. Nuttall, CPA, CFP  
Kmetz, Nuttall, Elwell, Graham, PLLC  
Light breakfast will be served

<b>June</b>	<b>National Philanthropy Day Workshop</b> <i>More information to follow</i>
<b>July</b>	<b>Webinar and Social</b>
<b>August 8 &amp; 9</b>	<b>CFRE Review Course with Janet Ginn, CFRE</b> Two Day event Northern Trust • 755 Beachland Blvd \$125 per person Breakfast, Lunch & Snacks Included <i>More information to follow</i>
<b>September 26</b>	<b>Food for Thought</b> Northern Trust • 755 Beachland Blvd 8:00 am – 12:00 pm <b><i>Giving USA Report</i></b> Presented by Melissa Brown Can data about why people give help you raise more money for your nonprofit organization? Yes! Please join us for an interactive workshop as nationally-ranked fundraising trainer Melissa Brown reveals the results of the 2018 Giving USA: Annual Report on Philanthropy. Melissa will not only show us what to look for in the trends but also dig into the "drivers" of giving so we can harness them better. Participants will come away a with better understanding of what motivates donors and give their organizations an edge when planning for fundraising success. Light breakfast will be served
<b>October</b>	<b>Webinar and Social</b>
<b>November</b>	<b>National Philanthropy Day</b> <i>More information to follow</i>
<b>December</b>	<b>Holiday Party and Annual Meeting</b> <i>More information to follow</i>