

## ABOUT MEETINGS...

- PAFN meets from 8:00 am to 9:30 am on the 4<sup>th</sup> Thursday from September to May, excluding December.
- All meetings are held at Five Counties Children's Centre, 872 Dutton Road, Peterborough with the exception of our September AGM.



For more information visit;  
[www.peterboroughareafundraisersnetwork.com](http://www.peterboroughareafundraisersnetwork.com)

Or email:  
[info@peterboroughareafundraisersnetwork.com](mailto:info@peterboroughareafundraisersnetwork.com)

## ABOUT PAFN MEMBERSHIP...

### PAFN Offers;

- Monthly Professional Development series with presentations by professional experts in their field.
- Opportunity to share information, ideas, challenges and upcoming events.
- Twoonie Talk Program to share your news!

### Membership Costs;

- \$30 individual or \$45 organizational annual membership. An organizational membership is transferable and allows unlimited number of individuals from the organization to attend session.
- Visitors are always welcome! There is a cost of \$10 to attend a single meeting which can be applied to the cost of a membership should you choose to join in that same year.



*Professional  
Development for  
Fundraisers*

*2011/2012*

**Peterborough and Area  
Fundraisers'  
Network**

**PAFN**

**Ethical  
Professional  
Fundraising  
Through Knowledge**

[www.peterboroughareafundraisersnetwork.com](http://www.peterboroughareafundraisersnetwork.com)

Professional  
Development  
Series  
2011/2012



Our speakers provide informative, enjoyable and up-to-date workshops. Mark your calendars today!

Thursday, September 22<sup>nd</sup>, 2011

**\*\*Annual General Meeting at Market Hall\*\***

**“What Your Donors Aren’t Telling You!” - Linda O'Connor, Financial Consultant, Scotia Private Client Group**

What do donors really want? What mistakes are you making you didn’t even know about? Want to know the most effective ways to work with your donors? Linda will share what charitable organizations need to know to avoid common errors and the ‘must do’s’ in building positive donor relationships. Join us to get your guidelines on how to create meaningful experiences and retain your donors for a lifetime.

Thursday, October 27<sup>th</sup>, 2011

**“The Role of Your Board in Fundraising Success” - Cynthia Armour, CFRE**

Your Board is your strongest fundraising resource. Organizations that excel in fundraising have strong Board representation and solid leadership. How can you get your Board of Directors to tackle their crucial role of leading your organization’s fundraising efforts? Join us to learn how success can be achieved when the Board plans specific goals and objectives, stands behind the programs they have approved and embrace the role of fundraising.

Thursday, November 24<sup>th</sup>, 2011

**“Trends in Fundraising” - Nicole Nakoneshny, KCI**  
Join KCI Vice President and Philanthropic Trends Quarterly© Editor, Nicole Nakoneshny as she shares her insights on trends to watch in philanthropy and fundraising in Canada today. Based on her experience as VP for the nation’s largest and most successful fundraising consultancy, Nicole uses anecdotal examples and research to provide development professionals with an accurate picture of the current philanthropic landscape and the trends that they should be factoring into their fundraising strategies.

*(No December meeting)*

Thursday, January 26<sup>th</sup>, 2012

**“Risk Management” - Emmet Connolly, LLF Lawyers, David Martin, ISL insurance, & Lisa Smith, United Way**  
Join our panel as we discuss the importance of risk management. Learn what you need to consider from a board governance perspective, as well as what coverage you should have and why, and how to work with your broker. Lastly, learn more about the legal perspective of how to avoid risk, and what the largest sources of risk are within the non-profit sector. This is a “can’t miss” session!

Thursday, February 23<sup>rd</sup>, 2012

**“Trends, Do’s and Don’ts and Updates” – Lenka Petric, Ontario Trillium Foundation**  
This presentation will include an overview of the Ontario Trillium Foundation funding processes and priorities, with an opportunity for participants to learn the tools to assist their organization on their next application. Bring your questions to this interactive session.

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Thursday, March 22<sup>th</sup>, 2012

**“Social Media Strategizing” - Nicole Pare, KPP & Jeannine Taylor, Quid Novis**

It doesn’t matter if you’re on Facebook, Twitter, YouTube, Flickr; your online personality is not only part of your overall brand, it becomes an interactive experience for you and your potential audience. So, who is the face or voice of your brand and what do they share? It’s a very important decision in and of itself. Jeannine Taylor, Quid Novis and Nicole Pare, KPP will be sharing ideas on how to use social media, the do’s and don’ts and what how can social media enhance your marketing and fundraising strategies.

Thursday, April 26<sup>th</sup>, 2012

**“The Changing Face of Fundraising Events” – Presenter (s) TBA**

Have you considered how the economy, technology, and generational shifts will change how you should approach your fundraising events? Learn how events can attract new supporters, strengthen your relationship with existing donors, involve volunteer leadership and program staff, and empower your committees to take it to the next level.

Thursday, May 24<sup>th</sup>, 2012

**“Do’s and Don’ts of Stewardship” - Susan Horvath, Vice President, Leadership Philanthropy, Canadian Cancer Society, CFRE, and President, AFP Greater Toronto Chapter**

Do you want to provide your donors with the best giving experience possible? Your stewardship plan can make or break your organization’s ability to maintain a positive, long lasting relationship with your donors. Learn more about the pleasures and pitfalls of recognizing donors and how “doing it right” makes a difference to your success.