



Member Spotlight

Martie Henry is dedicated to making a difference and is involved in fund-raising and support for numerous charitable and professional organizations. She is on the AFP Board of Directors as Website Chair, so talk to her about what you'd like to see

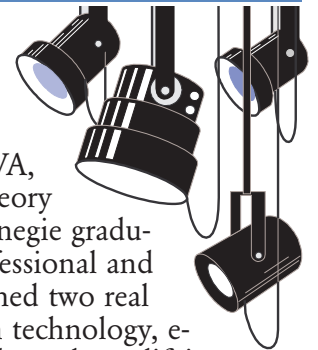
on our website!

A Realtor® with Balistreri Realty in downtown Boca Raton, FL, Martie handles residential, commercial and investment real estate properties in Broward and Palm Beach counties. Her global real estate contacts can assist you throughout the US and in 20 countries.

So why is a Realtor® involved with AFP? Balistreri has an Affinity Program for non-profit organizations (not a kickback!). Let her know if you'd like more information on this fund-raising opportunity.

For the 26 years prior to becoming a realtor, Martie was a "computer geek". She owned BIZeSITE computer consulting, along with partnerships in E-B2B Enterprises and I-Contribute.Org. Martie joined NSFRE when she started I-Contribute.Org, which provided internet access and donated 10% of the monthly fee to the customer's chosen non-profit. She was Manager of Client Services Consulting and Planning at Bernard C. Harris Publishing for 10 years, and has worked with numerous colleges, Universities, and associations on how to use technology to enhance their fund-raising. In the NYC metro area, she worked for Magnicom Systems, Digital Equipment Corp., CGA, Corstar, and Pantasote.

Martie grew up in fund-raising - her father was a Developmental Director for the YMCA. Membership drives, capital campaigns, special events, telephone calls and handshakes were childhood activities - right along with the Girl Scouts. In college, she manned the phones for MS and volunteered her skills in music therapy to deaf and hearing impaired children. Diagnosed with Juvenile Diabetes in 1991, Martie became active in fund-raising for JDRF - this year's walk in Boca Raton is on April 2.



Attending Virginia Commonwealth University in Richmond, VA, Martie dual majored in Music Theory and Acoustics. She is a Dale Carnegie graduate, and has taken numerous professional and technical courses. Martie has earned two real estate professional designations in technology, e-PRO and RECS, and is halfway through qualifying for CCIM, a highly regarded global group of Commercial Investor Realtors with only 7,500 members in North America. Martie was elected to *Who's Who International* in 1994.

Co-Founders of Chosen Path, Inc. Present a Fun, Interactive Program at February AFP Luncheon

Chosen Path, Inc. provided a fun interactive program that focused on creating a shared vision. Each table was handed an identical puzzle that needed to be put together. Every person at the table was given a clue to be used in creating the finished puzzle. However, the only words that could be spoken were "yadda, yadda, yadda". All five tables had 15 minutes in which all of the puzzles needed to be completed. The group met with success by helping one another and developing a spirit of community.

We had a lively conversation about the impact of the exercise once everyone could speak again and the laughter died down. Participants were able to relate the activity to behaviors and perceptions that occur in the workplace. Mentioned topics included how to improve meetings and how to develop an understanding of roles within organizations. Sharing best practices among agencies was also discussed.

To learn more about Chosen Path, Inc., please call Tim Haggstrom or Cynthia Rubenstein at 561/338-3764 or e-mail them at: chospath@gate.net

President's Message

Would you be interested in winning a million dollars for your organization? I know that sounds too good to be true but the Stanford Center for Social Innovation and Amazon.com have announced a million dollar innovation prize for a non-profit organization with the most effective and compelling programs. Non-profits are invited to submit entries which will be judged by a distinguished panel including Muhammad Ali, Dr. Henry Kissinger and Tea Leoni to name a few. The top ten finalists will be profiled on Amazon.com and customers will be invited to vote for their favorite organization by making monetary contributions. The organization receiving the highest contribution amount will receive a matching grant of up to a million dollars from Amazon.com. Check out the AFP International site at www.afpnet.org for more information. Where do I find these little gems of information? Through my AFP-eWire, the e-mail updates that AFP members receive as part of their membership. Just one more reason to join.

Have you enjoyed an AFP Audio Conference sponsored by our chapter? If you have or if you would like to see more audio conferences, please consider volunteering for the position of Education Chair on the Board of Directors. I have separated out the Education portion of the Certification/Education position so this position does not require a CFRE. The primary responsibility would be organizing the audio conferences which are offered monthly by National. This would involve finding a location, publicizing the audio conference, taking RSVPs and arranging to have copies of the handouts for the participants. Some of our Board members mentioned they knew of some locations so that part is already done. If you can serve as chair or even help out please e-mail me at scabrera@thelordsplace.org or call me at (561) 494-0125.

Did you know that Americans place a greater importance on volunteering than giving? Fifty percent of respondents to a recent survey said volunteering one's time was more important, compared to twenty percent who said giving was more valuable. Young adults (ages 18-34) are more likely than any other age group to say that gaining a new experience was the major motivation for volunteering (59 percent) while seniors were more likely to place greater emphasis on the desire to meet people (48 percent). This information can provide interesting insight on how charities can attract volunteers of a certain age group. For more on this study and a link to copy the complete survey go to the AFP International site at www.afpnet.org.

Respectfully,
Suzanne
Suzanne P. Cabrera, CFRE

NEW MEMBERS

Stacey A Guzas, *Director of Development*
Renaissance Institute

Mrs. Farilyn P Rearden, *Foundation Administrator*
Gulfstream Goodwill Industries Foundation

Shannon Sadler, *President & CEO*
Community Foundation for Palm Beach
& Martin Counties

Deborah S. Solow
The Lord's Place

***DON'T FORGET TO BRING A FRIEND TO THE
MONTHLY AFP LUNCHEON MEETING***
***Members who bring in new members who
join will get a free lunch.***

MONTHLY MEETING NOTICE

March 17, 2005

SPEAKER:

Michael N. Winn, *Eastern Regional Manager,*
Association of Fundraising Professionals

Topic: "The Benefits of AFP Membership"

Whether you are a long time member or are considering becoming a member, please join us for this luncheon program to learn new and valuable information on the importance of this international professional association. (See Mark Your Calendars, page 3)

The Governor's Club
Noon Buffet Luncheon
11:30 a.m. Networking • 12:00 Program

Fax or email your RSVP to:

Stacey Guzas • Phone (561) 241-9233

E-mail: sguzas@renaissanceinstitute.net by Fri., Mar. 11, 2005

Member Registration

Name _____

Organization _____

Phone _____

Guest Registration

Name _____

Organization _____

Phone _____

Are you an AFP member?

Yes No

Visit the AFP website at www.afppbc.org for current AFP Job Bank Listings

NOTE TO EMPLOYERS AND JOB SEEKERS: This column will continue to be published as a free service to our AFP members and member agencies. There is a nominal charge of \$25 per listing to non-AFP members and member agencies. Please contact Job Bank Chair and Board Member, Martie Henry at 561-886-3720 or email her at MartieHenry@4FloridaHomes.com. Text may be edited due to space constraints.

The Leukemia & Lymphoma Society – Executive Director, Palm Beach Area Chapter, Palm Beach, FL

The Executive Director provides the overall leadership and management for those strategies designed to create cost effective and on-going sources of revenue, community presence, and mission enhancement for the organization within the chapter's chartered areas.

- Knowledge and skill in non-profit management with emphasis on proven fundraising results.
- Establishes an annual income development plan which represents broad opportunities for donor prospecting, cultivation, retention, upgrading, acknowledgement and recognition.
- Provides leadership, direction, management and training for chapter staff in the development and implementation of organizational plans.
- Directs the cultivation and meaningful involvement of volunteers at all levels in income producing activities.
- Proficiency in fiscal management.
- Minimum of 5 years of related

experience, including 1-2 years of staff management.

Please respond to Leslie Ribakow at Arthur Diamond Associates, Inc. (301) 654-9879 Direct (301) 657-8876 Fax lribakow@arthurdiamond.com

Moffitt Cancer Center Foundation – Major Gifts Coordinator

Moffitt Cancer Center Foundation seeks Major Gifts Coordinator to identify, cultivate and solicit major gifts to benefit cancer research, education and other related cancer initiatives. Based in Tampa, Florida, this position will involve statewide travel. Three to five years Development experience required with knowledge of healthcare preferred. Ideal candidate will be an energetic self-starter with excellent organizational and communication skills and a proven track record of solicitation. Major Gifts Coordinator will be part of a dynamic Development team and interact with staff and volunteer professionals as well as corporate and civic leaders. Bachelor's degree required with Master's degree and

CFRE preferred. Please respond with resume and cover letter to Amy Durham, Employee Relations Specialist, H. Lee Moffitt Cancer Center & Research Institute, Inc., Human Resource Dept., 12902 Magnolia Drive, Tampa, FL 33612-9497 or email Durham@ Moffitt.usf.edu.

Palm Beach Community College Foundation – Major Gifts Director

Palm Beach Community College Foundation is seeking a Major Gifts Director to develop and solicit gifts of \$10,000 and above for capital projects and academic programs. Proven track record in direct solicitation and working with volunteers required. Knowledge of Palm Beach County market preferred. The foundation office is on the Lake Worth Campus. Other campuses are in Boca Raton, Palm Beach Gardens and Belle Glade. Contact Rick Schuster at 561-868-3572 for more information. Check college website at <http://www.pbcc.edu/HR/> to apply.

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Mark Your Calendar!!!

MARCH SPEAKER – Michael N. Winn

Mike Winn is manager, chapter services, for more than 50 chapters of AFP. He has worked with professional and business associations throughout the United States and Canada, having previously worked for Health Insurance Association of America, Health Industry Manufacturers Association (now ADVAMED), and the Society for Human Resource Management. Mike received his CAE – Certified Association Executive in 1985.

He is past-president of the Greater Cleveland Society of Association Executives and the Annapolis Area Chapter of the University of Michigan Alumni Association. He serves of the Board of Trustees of the Claggett Center – a Maryland camp and conference center – and on the Development Committee of the Episcopal Diocese of Maryland.

Mike and his wife Elizabeth live in Annapolis, MD and have two adult children. He has an undergraduate and a master's degree from the University of Michigan and is a native of Illinois.

COMING IN APRIL:

**TWO WAYS TO GROW
YOUR ENDOWMENT**

**“A Check List for
Maximizing Returns “
Tom Carhart, *Principal*
South Street Advisors, NY/NY.**

COMING IN MAY:

Thursday, May 19

**Ed Chase, *Executive Director*,
Palm Beach County
Legislative Delegation
Legislative Update
*Affecting Charities***

Job Bank Listings (continued from page 3)

Director of Development – St. Mary's Child Development Center

St. Mary's Child Development Center is presently seeking candidates for a Director of Development. This position offers an exciting opportunity to join our team of dedicated health care professionals who pride themselves in providing quality care. Our facilities have a prominent reputation in the community for providing excellent child development and therapy services. The ideal candidate will have a minimum of five years of fundraising experience including both annual and capital campaigns. A broad range of experiences in all facets of fundraising is essential.

The Director of Development is responsible for creating and managing all aspects of a comprehensive development and communications program, including public relations and relationships with and strategies for major donors and prospective donors. Responsibilities include all aspects of effective fundraising strategies and programs through various methods such as grant proposals, individual solicitation, telemarketing, events, direct response solicitation techniques. The Director of Development ensures the organization's compliance with fundraising policies and with relevant grant and government requirements. Ensures compliance with IRS 501(c)(3) requirements.

JOB ACTIVITIES:

1. Plans, organizes and handles all fundraising events and activities; including appeals and development of planned giving program, events, grant proposals, donor identification and solicitation, and donor relations.
2. Assists in the development of annual fundraising goals and objectives.
3. Develops and carries out solicitation plans. Identifies funding trends; develops and cultivates new funding sources.
4. Ensures that the organization operates in compliance with all government and grant requirements.
5. Recruits and trains volunteers to participate in the organization's fundraising programs and activities.
6. Maintains development database and monitors the flow of income, including membership renewals and the acknowledgment and receipt of gifts.

7. Monitors and prepares reports of fundraising progress. Provides financial progress reports to the Board. Performs income forecasting.
8. Writes grant proposals to solicit funding from private, government, and public foundations.
9. Develops and maintains expertise in professional field by reading current literature, and attending seminars, conferences, and meetings when possible.
10. Performs miscellaneous duties as required.

LOCATION: Position is available in West Palm Beach.

MINIMUM QUALIFICATIONS:

- Bachelor's degree in marketing, public relations, communications or equivalent; Master's preferred
- Association of Fundraising Professionals (formerly NSFRE) certification preferred
- Five years' experience designing and managing fund raising campaigns for non-profit organizations
- Demonstrated effectiveness in fundraising campaigns and development of planned giving programs
- Skilled in making presentations and public speaking and presentation
- Demonstrated ability and effectiveness working with volunteers
- Computer proficiency, including Microsoft Office
- Public relations experience
- Excellent written and verbal communication skills
- Strong attention to detail and deadlines
- Excellent organizational skills
- Ability to multi-task and work well under pressure
- Great attitude and ability to work well with others

Benefits

St. Mary's Child Development Center offers an excellent employee environment with outstanding benefits package: healthcare, dental, vision insurance, 401K plan, life insurance, disability, tuition reimbursement. SMCDC employees enjoy competitive salaries commensurate with experience and responsibility requirements. SMCDC is an Equal Employment Opportunity employer and a Drug Free Work Place.

Applying

To apply, fax your cover letter, resume, and salary history to Sandy Edelson at 561-881-0972. No phone calls please.

Director of Development

Our client, in the education industry and servicing Broward and Palm Beach Counties, is search for a Director of Development who will have an opportunity to create and build the Development Department.

The Director will be responsible for creating some type of annual giving; ongoing major and restricted gift fundraising, including both outright and planned gifts; and capital campaign and special event fundraising. The Director will also be responsible for the management and oversight of the Development Staff, including parent volunteers, communications, marketing, and school events.

The successful candidate will be an entrepreneurial, self-starting, collaborative leader who brings expertise and experience in fundraising.

The candidate will bring experience from schools or other nonprofit sectors that shows the ability to work creatively with staff and faculty.

If you have a passion for fundraising and the numbers to back you up, this is the opportunity for you!

Base compensation and creative bonus program can make this a six figure position.

Position is located in Broward County.

To apply to this exciting opportunity, please email your resume to jobs@rsigrp.net or phone Donna Baker at 954-772-0241.



**Palm Beach County Chapter
Board of Directors**

PRESIDENT Suzanne Cabrera, CFRE The Lord's Place, Inc.	561-494-0125 ext. 137 scabrera@thelordsplace.org
PRESIDENT-ELECT Stanton F. Collemer Palm Healthcare Foundation	561-833-6333 scollemer@palmhealthcarefoundation.org
SECRETARY Lorie Stinson South Florida Fair and Exposition	561-790-5245 lorie@southfloridafair.com
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VICE-PRESIDENT— PROGRAMS Marie A. Bloom Deckert, CFRE Bascome Palmer Eye Institute	561-515-1527 mbloom@miami.edu
VICE-PRESIDENT— MEMBERSHIP Donna Ghioto Success Marketing & Consulting	cell 561-602-3726 dghioto@adelphia.net
AFP FOUNDATION CHAIR Kelly Patrick Girl Scouts of Palm Glades Council	561-427-0173 Kpatrick@gspgc.org
CHAPTER SERVICES CHAIR Stacey A. Guzas Renaissance Institute	561-241-7977 sguzas@renaissanceinstitute.net
MEMBER SOCIAL CHAIR Margaret P. Hudson At Home Safe Foundation	561-433-0060 mhudson@tcphs.org
FLORIDA CONFERENCE CHAIR Joanne Towner, CFRE Easter Seals Florida	561-471-1688 jtowner@fl.easterseals.com
MENTORING CHAIR Jan Rodusky Palm Healthcare Foundation	561-833-6333 jrodusky@palmhealthcarefoundation.org
NORTH COUNTY LIAISON Faith Popick	561-964-9876 faithwp@bellsouth.net
NPD CHAIR Terry Lee Kaly Harris Bank	561-366-4211 Terrylee.kaly@harrisbank.com
NEWSLETTER CHAIR Sandy Thomas KidSanctuary, Inc.	561-818-9251 thomasart@adelphia.net
PUBLIC RELATIONS CHAIR Suellen Mann, CFRE Jupiter Medical Center Foundation	561-745-5728 smann@jupitermed.com
SPONSORSHIP CHAIR Dianne Reeves Florida Atlantic University, John D. McArthur Campus	561-799-8665 dreeves@fau.edu
SCHOLARSHIP CHAIR Kathleen Emmett, CFRE Hospice Palm Beach County, Inc.	561-273-2259 kemmett@hpbc.com
WEBSITE CHAIR (JOB BANK) Martie Henry Balistreri Realty	561-886-3700 4FloridaHomes@bellsouth
GOVERNMENT RELATIONS Suzanne Foley Legal Aid Society of Palm Beach County	561-655-8944 ext. 279 sfoley@legalaidsbc.org
IMMEDIATE PAST PRESIDENT Roxanne Jacobs, CFRE Palm Beach Hab Center	561-965-8500 rjacobs@pbhab.com
SOUTH/NORTH COUNTY LIAISON Michael Lichtenstein Atlantic Capital Management of Florida, Inc.	561-686-6844 mnl_acm@hotmail.com

AFP Palm Beach County Chapter Partners with Junior Achievement to participate in Ground Hog Shadow Day

AFP, Palm Beach County Chapter has teamed up with Junior Achievement of the Palm Beaches to participate in the nationally recognized Ground Hog Job Shadow Day that gives high school students an up-close look at the world of work. Business volunteers will be recruited to bring students into the workplace and provide a “day-in-the-life” experience on various careers.

The role of the workplace Host is to:

- Show a desire to work with students and introduce them to positive aspects of work
- Willing to dedicate at least a half-day to the students
- Desire to invest in a student’s current and future career path
- Demonstrate and explain effective work methods
- Introduce students to other departments within the business



This year’s event was held on Wednesday, February 2, 2005 and two AFP organizations volunteered to host students for the day. Michael Lichtenstein of Mid Atlantic Corporation and the Gary Carter Foundation hosted a Palm

Beach Gardens 17 year old student, Daniel Purmono (photo above) for the day. Daniel enjoyed his experience and offered these comments to his teacher, “I was at ease interacting with my sponsor. I strongly agree that this experience helped me clarify my career goals. Mr. Lichtenstein made everything very easy to understand. I would have liked to see more what their entire day actually consists of. This experience made me think of the possibility of becoming a portfolio manager or stock analyst.” Pablo Flores, another student from Gardens high school, participated in the job shadow day at Palm Healthcare Foundation with Vincent Faga.



If you would like to hear more about the program, please attend AFP’s March luncheon meeting when the students will share their stories of “real world” philanthropy work. You may also contact Jan L. Rodusky, Mentor Chair 833-6333 or Mollie Rhodes, Junior Achievement 242-9468.