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**Like Size Group 4 Meeting Notes**

**Thursday, October 3**

**1:00 – 2:45 PM**

* AFP Core Courses
	+ Donor Retention was a well-received program
	+ Seeing a decline of core courses on CFRE since they can download sample tests from CFRE
	+ CFRE will have a test prep course coming out – AFP will do pilots on this when ready
	+ Cost is way too high and that’s why people aren’t coming
	+ One Chapter does fundraising 101 and 102 – 30-50 people go to that and they charge $150 for day long program
	+ How can AFP be the leader in this content ?
* Board Governance/Succession
	+ Offer give away to allow people to volunteer to help
	+ Have chairs and co-chairs, co-chairs don’t serve on the board but are expected to move into the chair position the following year on the board
	+ Have a scholarship for some of the folks that have higher demanding roles
	+ Board expectation spreadsheets is part of the recruitment process
	+ Don’t be afraid to have challenging conversations and making hard decisions when people don’t follow through with their responsibilities
	+ Governance committee and volunteer placement is a big role that they have
	+ NPD committee operates outside of the board besides one high level role that reports to the board
* Membership
	+ Coffee chats are a way to help get people engaged in fundraising and engages both current and new members
	+ Sometimes it’s hard to get folks to become members but they find it easier to focus on non-dues revenue
	+ Young professionals are dropping off membership after age 31
	+ Do the best to promote the payment plan for members, specifically when they drop off the young professional status
	+ We need to do a better job at conveying a value proposition
* Inclusivity, Diversity, Equity & Access
	+ There are a lot of resources on the AFP Resource Guide
* Scholarships
	+ Re evaluated the scholarships and what they went to
	+ How do we refocus our scholarship programs to focus on recognition and not need of money
	+ Scholarship winners are a great marketing opportunity – making folks write articles about their experience
* Education and Programming
	+ At the annual meetings, they loved doing speed topics and it added a lot of value
	+ Cocktails and calamities - $10 and 9 people share calamities in their careers
	+ Book club that they do one per quarter
	+ Started an RFP Process for each month of the year, plan and it helps
	+ Change location for each program and never pay for a site, usually hosted with local non profits
	+ Created SNAP: Seasoned Network of Advancement Professionals (for higher level members)
	+ Enhanced and New experience at luncheon that adds a deeper level to their lunch experience
* National Philanthropy Day
	+ The awardees should be a big part of the marketing of NPD
	+ They have one person that is the liaison between those people and award winners
	+ Use a community committee to select the award winners
	+ Overlay IDEA across the award nomination and selection process
* Be The Cause
	+ Lot’s of folks don’t want to give to international and they have lost donors because of that