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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