

All Webinars 1:00pm Eastern

JANUARY 8

The Intentional Fundraiser

Tammy Zonker

JANUARY 22

How to Create a Successful Capital Campaign

Amy Eisenstein, ACFRE

FEBRUARY 5

Before You Post That Job—How to Hire RIGHT When You're Not HR

Kishshana Palmer, CFRE

FEBRUARY 19

Fostering a Growth Mindset in Your Team

Alice Ferris, MBA, CFRE, ACFRE

MARCH 4

Finding the Untapped Major Gift Potential in Your Donor Base

Gail Perry, MBA, CFRE

MARCH 18

Bringing in the Top Ten Gifts for Your Capital Campaign

Andrea Kihlstedt

APRIL 8

The Role of Storytelling in Fundraising: How to Increase Generosity through Expanding the Hearts and Minds of Donors and Prospects

Carol Novello

APRIL 15

Are You Ready to Take the Leadership Leap?

Diane Lloyd, CFRE, PCC

APRIL 29

Don't Say I Didn't Warn You—The Pragmatist's Guide to Successful Special Events

Amy Wolfe, MPPA, CFRE

MAY 13

How to Create Donor Surveys that Improve Your Fundraising

Rachel Clemens

MAY 27

The Art of the Legacy Ask

Ligia Peña, CFRE, MInstF, AFP Master Trainer

JUNE 10

Six-Figure Success: How to Grow Your Small Nonprofit's Annual Fundraising to \$100,000 and Beyond

Sandy Rees

JUNE 24

How Summer Storytelling Will Help Raise Your Fall Fundraising Needle

Lori Jacobwith

JULY 8

Robots Make Bad Fundraisers—How Nonprofits Can Maintain Their Heart in the Digital Age

Steven Shattuck

JULY 22

Everything We Know About Fundraising is (Mostly) Wrong

Steve MacLaughlin

AUGUST 5

Is Prospect Research Invasive? The Ethics and Process of Prospect Research and Data Management

T. Clay Buck, CFRE and Ryan Woroniecki

AUGUST 19

Donor Stewardship: Easy and Effective Ways to Stay in Touch with Donors All Year Long

Mark Chilutti, CFRE

SEPTEMBER 2

Branding and Building Your Online Community

Austin Alderdice and Hannah d'Entremont



\$79 for individual AFP members
\$149 for AFP chapter/group viewing

NON-MEMBERS:

\$99 individuals / **\$179** groups

Save big with discounted bundles!

SEPTEMBER 16

The State of Online Fundraising 2020

Mike Snusz

SEPTEMBER 30

The Pearls and Pitfalls of Crowdfunding

Robyn Mendez

OCTOBER 14

Celebrating Your Mission in December and Stewarding the Donor in 2021

Tanya Fitzgerald

OCTOBER 28

8 Things You Can Do Right Now to Improve Your Year-End Appeal

Holly H. Paulin

NOVEMBER 4

Visioning Your Organization—How to Set a Bold Vision and Strategic Plan that Inspires Donors, Staff, and Leaders

Barbara O'Reilly, CFRE

NOVEMBER 18

Tracking It Down: How to Get Volunteers, Board Members, and Colleagues to Actually Tell You the Who/What/When of Conversations with Donors—and What Happens Next

Evan Northup, CFRE

DECEMBER 2

Why Impact Measurement and Management is an Important Growth Opportunity for Fundraisers

Dr. Colin Habberton

DECEMBER 9

Mobile Fundraising

Wendy Husman and Kate Sienicki Mucci

Each webinar offers 1.0 CFRE education point



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