

## Hotel & Conference Info

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**Spring Hill Suites, Durham, NC**  
**888-278-9400**

Ask for AFP Group Rate of \$98 per night – Subject to availability.

**Stay for the North Carolina Philanthropy Conference on August 7<sup>th</sup>** at the Sheraton Imperial Hotel & Convention Center (adjacent to Spring Hill Suites).  
4700 Emperor Boulevard, Durham, North Carolina 27703, United States  
Phone: (919) 941-5050

This is another great opportunity to network and learn with numerous educational offerings.

**Keynote speaker is Laura Fredricks**, author of *The Ask: How to Ask Anyone for Any Amount for Any Purpose*.

**To Register**, complete and mail this form with your payment. To pay via credit card please visit [www.afptriangle.org](http://www.afptriangle.org), click on NC Philanthropy Conference and complete registration form.

## Association of Fundraising Professionals

P. O. Box 18343  
Raleigh, NC 27619  
919-280-4018  
[chapteradmin@afptriangle.org](mailto:chapteradmin@afptriangle.org)  
[www.afptriangle.org](http://www.afptriangle.org)



First Course In  
Fundraising  
August 5-6, 2008

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**Hosted by AFP North Carolina: Triangle, Charlotte and Triad Chapters**

## About First Course

### AFP First Course in Fundraising

**8:30 a.m. – 5:00 p.m.**

The First Course in Fundraising: AFP's beginner course offers a complete overview of the development process, featuring state-of-the-art information and techniques. The course is presented through lecture, transparencies, hand-outs, case studies, role plays and participant dialogue. A participant manual will be distributed to each registrant.

#### Who should attend?

This course was developed for beginner level fundraising executives (0-3 years) who want a comprehensive overview of fundraising principles. This is also a perfect course for executive directors responsible for the development function, development staff, board members, committee members, and volunteers.

### Course Faculty:

**Introduction to Fundraising and the Development Profession**, Gail Perry, CFRE - Gail Perry Associates

**Planning for Successful Fundraising**, Priscilla Bratcher, CFRE - Carolina Performing Arts, UNC at Chapel Hill

**The Integrated Development Program**, John R. Mitterling, CFRE - YMCA of the Triangle

**Annual Giving**, Eli Jordfald, CFRE - Lineberger Comprehensive Cancer Center, UNC at Chapel Hill

**Securing Major Gifts**, M. Thomas Norwood, Jr., CFRE - Capstone Advancement Partners

**Obtaining Grant Support**, Tom Hull, CFRE - NC Bar Association Foundation, Inc.

**Board Members, CEOs and Other Volunteers**, Martin L. Novom, CFRE & AFP Master Teacher – Skystone Ryan

**Managing Development Office Operations**, Amy Etheridge, CFRE

### First Course Registration Form

**AFP Member Rate: \$330**

**AFP Non-Member Rate: \$370**

Name:

Title:

Organization:

Address:

City//State/Zip:

Phone:

Email:

AFP Membership #: \_\_\_\_\_

**Mail check** to AFP Triangle, P. O. Box 18343, Raleigh NC 27619 or call Chapter Administrator Sharon Tripp at **919-280-4018** to pay via credit card.

Registration Deadline July 16, 2008.

For more info: [chapteradmin@afptriangle.org](mailto:chapteradmin@afptriangle.org) or 919-280-4018