



2009
Ten Star AFP Chapter
 Greater Cleveland Chapter

Upcoming Events

October 21, 2010

Luncheon

"How the Ohio Association of Non Profit Organizations Makes Ohio Non-profits More Effective"

NEW Location:

Crowne Plaza Rockside

November 5, 2010

National Philanthropy Day

Location: Signature at LaCentre
 25777 Detroit Rd.
 Westlake, Ohio

Webinars

Participate from your home or office! Visit www.afpcleveland.org/shop/home.php for a listing of topics that can be viewed with the purchase of a 24 Hour Access Code.

Cleveland AFP Chapter
Program Sponsorship Opportunities

are available for the 2010-2011 Program Year. Contact tmac700@roadrunner.com for more details & benefits

SAVE THE DATE

December 2, 2010
Annual Meeting
& Outstanding
Fundraising Executive
Award Luncheon

Location:
 Holiday Inn - Independence

Greater Cleveland Chapter News



27th Annual National Philanthropy Day[®] November 5, 2010

AFP continues the tradition of honoring exceptional individuals and organizations that shape the success of our regional philanthropy with the 2010 NPD Awards. In addition to these prestigious awards, you can participate in valuable education sessions with Dr. Ronaldo I. Archer, International Business Strategist, Pastor, Military Leadership Consultant and Author.

This event is your once-a-year opportunity to mingle with hundreds of Greater Cleveland's fundraisers, donors, foundation, and corporate leaders.

For more information and to register, please visit: <http://www.afpcleveland.org> or call 216.696.1613. Ask about sponsorship opportunities!

2010 National Philanthropy Day[®] Award Winners

It is with pleasure that we present the winners of this year's NPD Awards!



Outstanding Fundraising Volunteer Award: William D. Ginn

Nominated by: *Geauga Park District*



Philanthropist Leadership Award: Deborah Ratner

Nominated by: *Shaker Schools Foundation and Young Audiences of Northeast Ohio*



Corporate Leadership Award: Third Federal Savings & Loan

Nominated by: *University Hospitals*



Foundation Leadership Award: Community West Foundation

Nominated by: *Malachi House and Youth Challenge*



Youth in Philanthropy Leadership Award: Shannon Visconti

Nominated by: *Youth Challenge and Case Western Reserve University - Mandel Center for Nonprofit Organizations*

LETTER FROM THE PRESIDENT

This issue of our newsletter is packed with information – be sure to read it fully. There are a few things I would like to highlight.

As you've surely heard at our events and programs, AFP is celebrating its 50th anniversary this year. Our chapter – the fourth chapter chartered – celebrates 42 years. In honor of this, we had a reunion event on September 24. We will continue to celebrate this milestone at our Annual Meeting on December 2 – please plan to join us!

Our 27th annual National Philanthropy Day event will be held on November 5 at LaCentre in Westlake. We still have openings for sponsors, vendors, and table patrons. In honor of the 50th anniversary, there are many discounts and incentives, so sign up now! This year's workshop speaker will be Dr. Ron Archer. He is truly an inspiration to see – I encourage you to bring your colleagues, supervisor, board members and more.

You asked for it! Webinars are now available *in your office*. Webinars can be purchased through our website and shown at your place of business. I encourage you to visit our website and check this out! There are a few titles up there now and more will be added!

It's time to think about giving back to your local chapter of AFP with your time and talent. There are numerous opportunities for involvement...help with chapter programming, National Philanthropy Day, youth in philanthropy, the newsletter, or more – even opportunities to serve on the Chapter Board in the future. It's fun and it's a great way to meet other professionals. Plus, your commitment can count toward CEUs for the CFRE.

Thank you for your involvement in AFP!



Carol L. Carbary, CFRE
President

From the Chamberlian Scholar Michael Holub ...

Greetings my fellow fund-raisers and AFP members. As the recipient of this year's Chamberlian Scholarship, I am happy to share with you my thoughts on this year's International AFP Conference on Fund Raising, held in Baltimore, Maryland.

I was fortunate to "win" the 2010 Chamberlain Scholarship which allowed me to go to Baltimore and attend the International Conference on Fund Raising.

This year's speakers included Archbishop Desmond Tutu, Lee Woodruff (who's husband Bob is an ABC News reporter and was nearly killed in Iraq), and Peter Thum, founder of Ethos Water which was later bought by Starbucks. These people went from obscurity to become powerful figures in today's philanthropic world and are making an impact on thousands of people. They were very inspiring.

It was also very exciting to mingle and talk with so many young professionals in college chapters as well as veterans who have practiced for decades. Networking is critical to learning from others.

If you have not been to this conference, I encourage you to apply for this scholarship to enable you to do so. I found it helpful in adding knowledge to helping me become a better Development professional.

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National Philanthropy Day[®]

This year's NPD is made possible by an outstanding group of sponsors:

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Children's Hospital
Cleveland Clinic

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Cleveland State University

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Key Private Bank NonProfit Services

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THE PLAIN DEALER
MISS A DAY. MISS A LOT.

2010 National Philanthropy Day® Award Winners



William D. Ginn

Outstanding Fundraising Volunteer

Philanthropy is understood by many as synonymous with "loving people." That certainly reflects Bill Ginn's life of commitment to an array of causes, locally and far reaching, for which he has provided fundraising leadership.

In 1991, Bill Ginn led in the creation, and was the first Chairperson, of the Geauga Park District Foundation formed to raise private funds to augment tax revenues in preserving and protecting the County's unique natural areas. The creative coupling of privately raised funds with public revenues to achieve a vision serving peoples needs is characteristic of Bill Ginn's fundraising leadership. From 1968 through 1980 Bill chaired nine levy campaigns in Cuyahoga County designed to raise the revenues needed to support the County's health, welfare and human services, literally involving hundreds of millions in County, State, Federal and private revenues. Mr. Ginn's leadership positions in the United Way movement and the Welfare Federation, now known as the Center for Community Solutions, led to his fifty year stewardship on behalf of African American elderly through the creation of Eliza Bryant Village in Hough. Bill most recently played a leadership role in establishing two endowed professorships at Case Western Reserve University, raising over \$3,250,000. Bill currently serves as a member of President Barbara Snyder's Visiting Committee at Case Western Reserve University and is a member of the Capital Campaign Committee for the Mandel School.



Deborah Ratner

Outstanding Philanthropist

Giving generously to Young Audiences of Northeast Ohio, the Shaker Schools Foundation, and numerous nonprofits worldwide, Deborah Ratner exhibits a kindness of spirit and love of humanity that far exceed the sum of her donations. Her efforts are rooted in her compassion for those served by the organizations she supports. She works without regard for public recognition and uses her personal contributions and those of her family's business and private foundation to encourage others to give.



Shannon F. Visconti

Youth in Philanthropy Award

Shannon F. Visconti, a 17 year-old senior at Magnificat High School, began volunteering for Youth Challenge, an organization that pairs physically disabled children with able body teens in adapted recreational sports, the summer before eighth grade. She became immediately involved in the organization and was named volunteer of the month in February 2007. This past year she took top honors after providing 232 hours of service hours. This advocacy was recently demonstrated when Shannon encouraged members of the Youth Philanthropy and Service Committee at Case Western Reserve University to coordinate with Youth Challenge participants and Ronald McDonald House for the Global Youth Service Day this past April. Through these experiences Shannon feels that she has learned far more from the individuals that she has had the honor to assist, than in the gifts that she has given them.



Outstanding Foundation Leadership Award

The Community West Foundation is truly a pillar in our community. Under the leadership of David T. Dombrowiak, President & CEO, the Foundation has provided visionary leadership and support, addressing the most critical of our community's health and welfare needs. The mission of the Community West Foundation is to advance the health and well being of our community. Illuminating Hope, the Foundation's motto, sheds light on the needs of our communities with particular attention to the poor, the hungry, the homeless, those fighting addiction and mental health issues, and comfort to the suffering and dying.



Corporate Leadership Award

Relationships have been the heart of Third Federal's success as a financial institution and remain principal to its core values of love, trust and respect as well as a commitment to excellence. With a long-standing dedication to the community, Third Federal continues to make an enormous impact on the economic health, education, and welfare of the Slavic Village/Broadway neighborhood. Third Federal was founded in 1938 and has 48 offices throughout Ohio and Florida with total assets of more than \$10 billion dollars.

EDUCATIONAL SEMINARS

Details on page 6



National Philanthropy Day® SEMINARS

About the Presenter

Dr. Ronaldo I. Archer

*International Business Strategist, Pastor,
Military Leadership Consultant and Author*

Ron Archer has an amazing twenty year professional career as a best selling author, an award winning keynote speaker and a sought after international business strategist.

Ron grew up in the inner city of Cleveland, Ohio, and was raised by single mother who taught him, that with faith in God, a good education and lots of hard work, the American Dream could be achieved by anyone. She taught him that it is not where you begin in life but it is where you believe you can go if you are willing to be a climber and not a quitter.

As a young student, Ron had to overcome a learning disability and a severe stuttering disorder. With the help of a caring fourth grade teacher and a dedicated mother he overcame both. His teacher taught him that anything worth doing in life is worth doing poorly at first until you learn to master it, and master it he did, graduating with honors from both high school and college.

Early in his professional career Ron served as Director of Production Improvement for a Fortune 500 Company and was responsible for the design and the implementation of the self-directing work team system and the at-risk compensation performance production system for fifty manufacturing plants throughout America and Canada.

These challenging successes lead to his first book, *Ron Archer On Teams*, published by McGraw Hill and became an industry best seller and changed the course of his professional career.

After ten years in corporate America, Ron became the CEO of a non profit organization, earned his PhD and became the host of a national television program on the Business Technology Network and was invited to join the prestigious Lessons in Leadership Consortium with Tom Peters, Ken Blanchard and Stephen Covey.

Ron serves as a leadership consultant to Four Star General B. B. Bell, Supreme Commander U.S. Army Europe and 7th Army, National Football League Players and Coaches, Fortune 500 Companies and Pastors throughout the world.

He has been honored with the Dr. Martin Luther King Jr. Leadership Award for his work developing third world leaders and his video training series, Peak Performance under Peak Pressure was awarded a "Telly" for best leadership program of the year.

Ron has a passion for developing young people. He has coached little league football for fifteen years and volunteers for the Future Farmers of America, Inroads and the Upward Bound program.



Morning Session -

The Nine Basic Truths of Fundraising that Lead to Success

When it comes to fundraising, there are truths and myths. The truths illuminate the pathway to success. The myths speak with the dark voice of "conventional wisdom" of what can't be done and won't work.

These "beliefs" have doomed many fundraising campaigns. On the other hand, there are some insights about fundraising that successful fundraisers have gained. These insights often fly in the face of the myths of conventional wisdom. They offer no shortcuts. They promise no instant results. However, they are not hard to understand, and nearly anyone can profit from them. They are The Nine Basic Truths of Fundraising.

Sometimes in this world that showers us with new technology on what seems like an almost daily basis, fundraisers can lose sight of the basics. It's easy to get caught up in the newest tools and the hottest theories. Because concepts are wrapped in bright new language and claimed as fresh discoveries, it can be easy to forget, that at its most basic, all fundraising is an endeavor of people, trust, and mission. By our actions, we earn trust from our donors that the money they give will be used wisely to carry out a mission they support.

Dr. Archer will help you overcome these myths with The Nine Basic Truths of Fundraising and harness the power and potential they offer for success.

Afternoon Session -

Transformational Leadership: Campers, Quitters and Climbers

Transformational leaders today have the daunting task of wrestling with four C's in their organizations: overwhelming Complexity, accelerating Change, increasing Competition and unexpected Crisis; all the while moving their teams through the eight phases of peak performance while under high levels of pressure. During this process, individuals within organizations separate into three specific groups: Climbers, Campers and Quitters:

- 20% are Climbers
- 60% are Campers
- 20% are Quitters

Climbers are well disciplined in the execution of the Strategic Plan. They are innovative and creative, solution-centered and team-focused. For climbers, failure is never an option.

Campers look like climbers, talk like climbers, read climbing books and attend the climber seminars, but never truly climb. They do not reach their peak potential; they need to be coached and challenged.

Quitters are invested in the past, threatened by change, sabotage efforts to move forward, challenge leaders' authority, and generally whine and complain. They recruit others to become toxic. Generally, their behavior has been rewarded in the past.

Dr. Archer will provide you with instructions on how to help you transform your organization and create a clear results-oriented vision and higher purpose. He will coach you on how to empower your Climbers, coach and motivate your Campers and transform your Quitters.

**Welcome
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The AFP Greater Cleveland Chapter newsletter is a service to members and is published twice per year.

For the latest, up-to-date information, check our web site:
www.afpcleveland.org.

AFP Celebrates 50 Years

The AFP Greater Cleveland Chapter officially recognized the 50th anniversary of AFP International on September 24th during our Chapter's 50th reunion event. During this event, Carol Carbary, Chapter President, announced the formation of a Founders' Scholarship, in recognition of the initial founding members of our chapter, several of whom were present at the event. The scholarship will be designated for a member to attend the International Conference.

Initial conversations about forming our chapter started in 1962 when Don Campbell, Tom Dunworth, Bill Fissinger, Jim Hardy and a few others met. AFP International had held its first formal meeting in February 1961, electing its board of directors. Greater Cleveland's chapter chartered in 1967 as the fourth national chapter, according to AFPI records. However, Don would argue that we were the third chapter to charter.



Founding chapter members (l to r) Bill Fissinger; Chris Dunworth (representing his father; Tom Dunworth who has passed away), Don Campbell, and Jerry Janosek shared their stories of our chapter's beginnings at the 50th Reunion Event.

Our chapter's history is now featured on our website (currently under the 50th anniversary tab). You are encouraged to spend a few minutes reading about our history and reviewing our founders and presidents, many of whom went on to

serve the international organization, write books used throughout the US, or founded consulting companies, such as Campbell and Company. Cleveland is truly fortunate to have these men and women pave the way for our chapter today.