



Plain Talk

AFP ND

Association of Fundraising Professionals

October 2009

AFP ND NORTHERN PLAINS CHAPTER NEWS

Published for all friends interested in fundraising

For national information and late-breaking news, visit the AFP website at www.afpnorthdakota.afpnet.org

CHANGE THE WORLD



WITH A GIVING HEART

National Philanthropy Day®

Mark your calendars for an upcoming Northern Plains Chapter Association of Fundraising Professionals Conference:

National Philanthropy Celebration

November 13, 2009

Best Western Doublewood Inn
Bismarck, North Dakota

Presenters:

Deb Nelson
DLN Consulting
and
Okokon Udo

This is a full day conference you will not want to miss!
Registration begins at 8:00 a.m. The day will conclude at 4:00 p.m.

Annual AFP ND Northern Plains Chapter Meeting

Membership has its advantages

AFP members receive discount rates!
\$50 early bird by Nov. 9 ~ \$70 after Nov. 9

Non-member rates:
\$80 early bird by Nov. 9 ~ \$100 after Nov. 9

DON'T MISS OUT!

Not a member? Join now. Contact Denise Laymon, Executive Director ~ 218-745-6008

Our Speakers...

Okokon O. Udo, Ph.D., CPCC



Dr. Udo is the Founder, President and CEO of *Distinctive Leader Options, Inc.* – a personal, professional and organizational effectiveness consulting, training, coaching and public speaking firm. DLO offering unique, fully customized services that take “change management” to a new level by considering all the factors that affect an organization’s or an individual’s success. By looking at clients’ needs from a wide range of perspectives, DLO is able to take them on life-affirming journeys that can be translated into both qualitative and quantitative results.

Dr. Udo is the former Executive Director of the Center for Cross-Cultural Health. He speaks and consults internationally on topics related to intercultural effectiveness, leadership development, organizational effectiveness, community development and spirituality. He holds a Ph.D. from Luther Seminary and is a graduate of the Institute for Executive Director Leadership of the University of Saint Thomas and the Co-Active Leadership Program, California. He is a strategic thinker, process facilitator, master trainer, an instructional designer and a certified personal and executive coach.

Dr. Udo is a former Assistant Professor and Chair, Program in Integrative Health and Wellness, Northwestern Health Sciences University and former Assistant Professor of Integrative Medicine at Capital University. He also served as a Consultant Evaluator for the Higher Learning Commission of the North Central Association of Colleges and Schools. He is a Distributor and Solutions Expert for Inscape Publishing, Inc., a distributor and facilitator of *KnowMe* game, a member of the National Speakers Association, American Society for Training and Development, the International Coach Federation, Institute for Management Consultants (IMC-USA) and the International Association of Facilitators (IAF). He is a 2001 recipient of the Blue Cross Blue Shield Champions of Health Award.

Distinctive Leader Options’ clients include the University of Minnesota, Duke University, University of St. Thomas, Independent School District 196, Minnesota Department of Health, NorthPoint Health & Wellness Center, Hennepin County Medical Center, Health Partners Medical Group, YMCA, Girl Scout Council of St. Croix Valley, Hewitt Associates, Park Nicollet Institute, Kellogg Foundation, Blue Cross Blue Shield Foundation, Northwest Minnesota Foundation, the Minnesota Annual Conference of the United Methodist Church, Ramsey County, and the City of Minneapolis.

Transformational Leadership: From Reactive to Creative Strategies

The goal of the session is to invite participants into a reflection on their own leadership and an exploration of strategies that achieve results within the context of helping shift organizations/communities from “good to great.” At the end of the presentation, participants will:

- 1) Have a renewed sense of their own leadership
- 2) Be inspired to venture beyond what their default strategies are
- 3) Learn new strategies for creating cultures of excellence
- 4) Be aware of their impact and be at choice regarding that
- 5) Be inspired and able to inspire leadership in others

**Debra (Deb) Nelson, Founder & President
DLN Consulting, Inc.**

Deb began her career as an educator and has a strong educational background. Deb has more than 25 years of grant writing experience. She has successfully written or helped write more than \$10 million in grants. Deb fully understands the funding limitations of non-profit organizations, having spent more than 20 years in the non-profit sector. She has served as a grant writer for a variety of state and local, public and private agencies. She has served as a lecturer/presenter at various national, state, and local conferences on a variety of topics, including community mobilization, coalition building, injury prevention, and alcohol and drug prevention. Deb has also served as the principal administrator for several grant-funded, research-based studies. She has been teaching grant writing since 1998.



GRANT WRITING 101: MAKE YOUR GRANT FUNDABLE

If non-profit organizations had the money to pay for professional grant writers to write their grants, they probably wouldn't need the grant money. But they usually can't afford a grant writer, and they can't put the cost of a grant writer into the grant budget. The end result is non-profits often attempt to write competitive grants without much understanding of what it takes to get a grant funded. Deb's course on grant writing offers the basic knowledge necessary to make sure grants get a second, third, and final look from a foundation or government grant review committee.

The session will be divided into the following sections:

1. Various types of funding sources and how to find them
2. Doing business with the Government – what to do before a federal grant can be submitted and what to do before you can contract with states
3. Overview of most standard grant sections
4. Understanding grant terminology – goals, objectives, performance indicators/performance measures, sustainability plan
5. Logic models – what are they and are they necessary
6. Developing the budget and financial plan
7. What should be attached

Registration for National Philanthropy Celebration November 13, 2009

Best Western Doublewood Inn
1400 E Interchange Ave, Bismarck, ND 58501-2077

AFP Room Rate, \$72.00
701-258-7000

Reservation **DEADLINE**: October 28, 2009

**Please use one form per person. Please DO NOT return this form by email;
print form, complete it and send it with registration fees to the address listed below.**

AFP Member Fee:

___ \$50, early bird; or ___ \$70, postmarked after 11/9/09 and on-site.

(First-time Workshop attendees and NDANO members may register for this Workshop at the member rate. Registration fee includes workshop sessions and lunch.)

Non-member Fee:

___ \$80, early bird; or ___ \$100, postmarked after 11/9/09 and on-site.

Are you a current AFP member? Yes ___ No ___ Membership # _____ Exp. Date _____

Are you a current NDANO member? Yes ___ No ___

Please indicate: New member _____ First Time Attendee _____

Name _____ Daytime Phone _____

Organization _____

Address _____

City/State/Zip _____

E-mail _____

Please print this form, complete and mail it with registration fees to:
AFP ND Northern Plains Chapter, 24204 270th St NW, Warren, MN 56762

Please do not reply or send registration to this e-mail address.
Questions? Call Denise Laymon, Executive Director 218-745-6008

Cancellation Policy: Program registration cancellations postmarked 7 days prior to the event will result in a refund less \$5.00 administrative charge. Requests must be made in writing to the above address. No refunds will be issued after that time. Full refunds will only be made in the event the conference cannot be held due to inclement weather.