



# Education & Professional Development 2012 at a Glance

[www.AFPwashington.org](http://www.AFPwashington.org)

## Seattle Leadership Lunch Series

---

**McCormick & Schmick's Harborside @ South Lake Union | 11:30am to 1:30pm**

*A Culture of Philanthropy: How to Build It and Keep It Alive*

Thursday, January 12, 2012

*Planned Giving In A Nutshell: Information for Smart Organizational Decision-making*

Thursday, March 8, 2012

*Taking It Up A Notch: Working With the Board to Strengthen Major Giving*

Thursday, October 11, 2012

**All Programs:  
Earn 1.5 CE  
credits while  
expanding your  
network and  
gaining new skills**

## Eastside Power Breakfast Series

---

**McCormick & Schmick's @ Lincoln Square | 7:30am to 9:30am**

*(Re)Building the Devo Shop: Effective Strategies for Recruiting and Retaining a Dynamic Fundraising Team*

Wednesday, February 8, 2012

*HotTips: What Fundraisers Can Learn from Successful Business Leaders & Entrepreneurs*

Wednesday, May 9, 2012

*OMG! LMAO! Appropriate Communications in the Era of Social Networking*

Wednesday, July 11, 2012

## **NEW!** Bellingham's Igniting Philanthropy Luncheon Speaker Series

---

**Windows on the Bay | 11:30am to 1:30pm**

*Breathing New Life into Your Annual Campaign*

*With Scott Garrepy, Chief Development Officer, SightLife, Seattle, WA*

Thursday, January 19, 2012

*Building a Board of Champions: Raising More Money by Leaps and Bounds*

*With Ray Li, Director of Strategic Initiatives, Neighborhood House, Seattle, WA*

Thursday, February 16, 2012

*Major Gifts: Making "Asks" That Change Lives*

*With Sonya Champion, Champion Foundation*

Thursday, March 15, 2012

*Planned Giving: Helping Donors Make Their Mark*

*Betty Krejci, Director of Development, LifeWorks NW, Portland, OR*

Thursday, May 17, 2012

---

**Watch Your Inbox for Registration Information & Pricing Specials!**