

AFP Southeastern Wisconsin Education Programs - CFRE Approved Credit Listing

Date	Location	Topic	Speaker	CFRE Credits
*Note that all webinars (not listed here) in the AFP SEWI member library or offered by AFP Global are worth 1.0 CFRE credit				
June 18, 2020	Online	Giving USA Milwaukee 2020	Héctor Colón, President and CEO, Lutheran Social Services of Wisconsin and Upper Michigan Frank Cumberbatch, Vice President of Engagement, Bader Philanthropies Liz Powell, President and CEO, Racine Community Foundation Helping to inform and moderate the conversation: Melissa Berliner, Vice President, Campbell & Company	1.25
May 28, 2020	Online	THE INS AND OUTS AND UPS AND DOWNS OF DONOR ADVISED FUNDS	PANELISTS: Fiesha Lynn Bell, Kristen Mekemson, and Mark Maurice, MBA, CFRE	1.25
February 27, 2020	Embassy Suites Brookfield	THRIVING IN A SMALL SHOP	Panelists include: Nancy Clarkin, Development Director, First Stage Ellen Phillips, CFRE, President WCTC Foundation Dan Taivalkoski, Executive Director, Racine Food Bank Moderator: Amalia Schoone, CFRE, Principal Consultant, In Progress Consulting	1.25
January 23, 2020	Woman's Club of Wisconsin	MAKE MINIMAL MARKETING MARVELOUS– YES, YOU CAN!	Panelists: Deilee Calvert, Owner, Calee Street Marketing Doug Diefenbach, Principal, Diefenbach Communications Strategies Christa Beall Diefenbach, CNP, VP of Mission Engagement, Nonprofit Leadership Alliance Jayne Pfeifer, Business Development Manager, Badger Group	1.25
December 12, 2019	ICC	Ask a Seasoned Pro!	Working w/ boards - Lisa Attonito, Women's Fund of Greater Milwaukee Digital Media - Laura Gainor, Vossberg Gainor Volunteers - Bridget Kesner, Ronald McDonald House Charities, Eastern Wisconsin Nonprofit Certification - Rob Meiksins, Nonprofit Academy of Wisconsin Understanding Form 990 - Kevin O'Leary, Anick & Associates Monthly Donors - Amy Rowell, Cathedral Center, Inc. Making the Ask - Chuck Rozewicz, Milwaukee Repertory Theater Time Management - Nancy Seidl Nelson, CFRE, SPI Consulting, LLP CFRE - Shannon Watry, CFRE, Cristo Rey Jesuit High School	1.25

October 24, 2019	Embassy Suites Brookfield	Impact Data: From soup to nuts, inclusion, evaluation, and impact	PANELISTS INCLUDE: Emily Connors, M.S., Research and Planning Analyst, ProHealth Care Lorna Dilley, Impact Manager, Milwaukee Succeeds Initiative, Greater Milwaukee Foundation Kenneth Evans Johnson, ABD, co-founder of HJ Impact MODERATOR: Jennifer Charpentier, PhD, CFRE, Executive Director, Gateway Technical College Foundation	1.25
September 26, 2019	Milwaukee County War Memorial Center	Strategies for Mutually Beneficial Corporate Partnerships	Joanne Ray, CEO, Consultants in Association Philanthropy	1.25
August 22, 2019	Potawatomi Hotel & Casino	Fundraising Day Wisconsin	For full details, please contact the chapter administrator for the conference CFRE points tracker or visit www.fundraisingdaywi.com . Speakers included: Julia Campbell, Tammy Zonker, Marc A. Pitman, and Jeff Schreifels.	6.75
June 27, 2019	Milwaukee County War Memorial Center	Sustainable Careers	Chris Kann, of Chris Kann Coaching, is a Registered Corporate Coach	1.00
June 19, 2019	Milwaukee Public Museum	Giving USA Milwaukee 2019	Panelists include: Patricia Contreras, Director of Global Community Relations and Contributions, Rockwell Automation Ginny Finn, Chief Development Officer, YWCA Southeast Wisconsin Mary Ellen Stanek, CFA, Managing Director, Chief Investment Officer, Baird Advisors and President of Baird Funds Helping to inform and moderate the conversation:	1.00
May 16, 2019	ICC	Stewarding Donors with Dementia	Kelly Stapelman and Jane Olson, Mount Mary University and Robert Hofmann, MA, CFRE, Senior Development Officer, School of Fine Arts, University of Minnesota Duluth	1.00
March 28, 2019	Embassy Suites Brookfield	Transformational Campaigns	Lisa Attonito, Executive Director of Women's Fund of Greater Milwaukee and Joseph Brooks, CFRE, Senior Director of Donor Services at Greater Milwaukee Foundation	
February 28, 2019	Embassy Suites Brookfield	Inside the Minds of Wisconsin Grantmakers	presented by Wisconsin Philanthropy Network staff, Tony Shields and Caty Bulgrin, followed by a deeper dive into funder thoughts with our panel of three Wisconsin funders including, Julie Bauer, Alliant Energy Foundation, Shelli Marquardt from Waukesha County Community Foundation, and Mike Murphy, Kaztex Foundation.	1.00
January 24, 2019	ICC	Purposeful Hustle	Deanna Singh, Founder/Chief Change Agent of Flying Elephant	1.00
December 13, 2018	ICC	Ask a Seasoned Veteran!	Mentorship - Michael Frohna, CFRE, Junior Achievement of Wisconsin Donor Advised Funds - Will Janisch, Greater Milwaukee Foundation Capturing the Right Impact Data - Jennifer Charpentier, CFRE, Gateway Technical College Foundation Working with Boards - Nancy Seidl Nelson, CFRE, SPI Consulting Annual Fundraising Plans - Marta Weldon, Junior Achievement of Wisconsin Certified Fund Raising Executive (CFRE) - Shannon Watry, CFRE, Junior Achievement of Wisconsin Small Shops - Megan Welsh, Lake Area Free Clinic Event Planning - Georgia Young, Alzheimer's Association Finance for Fundraisers - Craig Hirt, Wipfli	1.00
November 13, 2018	Hyatt Regency	National Philanthropy Day Awards Luncheon	NA	
October 25, 2018	ICC	Donors Make Our World Go Around!	Michael McNeely, CFRE, The Abbey Group	1.00
October 3, 2018	Junior Achievement	Webinar Watch Party: Stronger Together – How Coordinating Grants and Development Increases Wins!	Jo Miller, GPC, SMS	1.00
September 27, 2018	ICC	Asking for Anything – Artfully	Marcy Heim, CFRE	1.00
September 20, 2018	Wauwatiki Bar & Grill	End of Summer Social	NA	
August 23, 2018	Union South, Madison	Fundraising Day Wisconsin	For full details, please contact the chapter administrator for the conference CFRE points tracker	6.75
June 28, 2018	Embassy Suites - Brookfield	The Funder Community: A New Perspective	Tony Shields, President and CEO of Wisconsin Philanthropy Network	1.00
June 13, 2018	Milwaukee Public Museum	Giving USA Milwaukee 2018	Campbell & Company	
May 17, 2018	ICC	Why every nonprofit can -- and must -- prioritize planned giving under the new tax law	Andrew W. Hibel, Charitable Catalyst, Founder, Advise Us Foundation Julie Quinlan Brame, Campaign Consultant at Milwaukee Public Museum Kathy Kielar, Senior Director, Major & Planned Gifts at WTTW WFMT	1.00
April 26, 2018		Emotional Intelligence: Your Leading Edge	Karen Vernal, President and CEO of Vernal Management Consultants	1.00
April 24, 2018	Greater Milwaukee Foundation	Developing Professionals Special Interest Group: Greater Milwaukee Foundation in a Nutshell	Will Janisch, Philanthropic Adviser-Supporting Foundation at the Greater Milwaukee Foundation	
March 29, 2018	ICC	Making a Collective Impact	Kathleen Pritchard is President of DATA YOU CAN USE, Inc.	1.00
March 20, 2018	Milwaukee Habitat for Humanity	Developing Professionals Special Interest Group: Persuasive PowerPoints	Frank Miller is a semi-retired marketing communications and fund-raising professional who has worked in Milwaukee nonprofits for more than 35 years.	
February 22, 2018	ICC	Keep Calm and Love Your Donors	Phillip Miller, Private Wealth group of Husch Blackwell	1.00

January 25, 2018	ICC	Exploring the Wonderful World of Consultants	Julie A. Bock MSSW, LCSW, Senior Vice President of Programs, Pathfinders Milwaukee Dawn Nuoffer, Executive Director, Down Syndrome Association of Wisconsin B. Denise Patton, Fund Advisor., NonProfit Management Fund Amalia Schoone, CFRE, Principal, In Progress Consulting Dean Rein, Senior Counsel, Ter Molen Watkins & Brandt	1.00
December 8, 2017	ICC	Annual Meeting & On the Table for Fundraisers	NA	1.00
October 26, 2017	ICC	Managing 360 in a Generationally Diverse Fundraising Environment	MODERATORS: Joseph Brooks, CFRE, Campaign Manager, Marquette University and; Elizabeth O'Hara, Major Gifts Officer, Alverno College PANELISTS: Dan Kowalsky, Director of Corporate Relations & Foundation Relations, BloodCenter of Wisconsin Mitzel Keel, Chief of Staff, Schools That Can Milwaukee Tamara Pacada, CFRE, Senior Development Director, City Year Milwaukee Shannon Watry, CFRE, Senior Director - Development, Junior Achievement	1.00
October 3, 2017	Greater Milwaukee Foundation	Member-Only Webinar Watch Party: Investing in Major Gifts: Make it a Priority	Kay Sprinkel Grace, FAFP, Principal of Transforming Philanthropy, LLC	1.00
September 28, 2017	ICC	Making the most of community partnerships: expand your prospect pool and find fun, new ways to cultivate donors.	MODERATOR: Jim Farrell, Director of Development, Hope House PANELISTS: Kristin Hansen, Development Director, ACLU of Wisconsin Foundation Nabra Nelson, Community Engagement Associate, Milwaukee Repertory Theater Maureen Post, Community Engagement Manager, Milwaukee Film Festival Carl Bogner, Senior Lecturer, Film, Peck School of the Arts, UW-Milwaukee	1.00
August 17, 2017	Pewaukee Country Springs Conference Center	Fundraising Day WI Conference	PENELOPE BURK JOHN D. TRYBUS, APR TAMMY ZONKER JEAN KOLB	6.00
June 29, 2017	ICC	Life Cycle of a Donor Database	Lawrence Henze, Principal Consultant/Founder for Target Analytics, a division of Blackbaud	1.00
May 25, 2017	ICC	Vacation Homes to Apartment Buildings: How Real Property can grow your organization	Kimm Dodaro, Senior Real Estate Planning Strategist, Walter Joseph Group, LLC, Gretchen E. Miller, J.D., Director, Gift Planning & Agreements, UW-Milwaukee Office for Development & Alumni Relations, Michael L. Riopel, Attorney, von Briesen & Roper, s.c.	1.00
April 27, 2017	Embassy Suites by Hilton Milwaukee Brookfield	Women in Philanthropy	Martha A. Taylor Vice President of the University of Wisconsin Foundation	1.00
March 23, 2017	ICC	Board Archetypes	Melissa Berliner, Vice President, Campbell & Company Julia McGuire, Executive Vice President, Campbell & Company	1.00
February 23, 2017	ICC	Breakfast with a Grantmaker	REPRESENTATIVES INCLUDE: JoAnne Anton, Herb Kohl Philanthropies (Family Foundation) Mandy Clarke, Direct Supply (Corporate Foundation) Alicia Manning, The Lynde and Harry Bradley Foundation (Independent Foundation) Adam & Laura Peck, Peck Foundation, Milwaukee Ltd. (Family Foundation) Evan Reed, Greater Milwaukee Foundation (Community Foundation) Jay Scott, R.A. Stevens Foundation (Family Foundation) Brenda Skelton, Siebert Lutheran Foundation, Inc. (Private/Independent Foundation)	1.00
January 26, 2017	ICC	Bringing Focus to Fundraising through Prospect Research	Sarah Bernstein, Philanthrodata	1.00
December 8, 2016	ICC	The State of Philanthropy: Regional Expectations vs. Capacity	Anne Chapman, Public Policy Forum; Susan Lloyd, Zilber Family Foundation, Deanna Tillisch, United Performing Arts Fund, Jill Van Calster, Wisconsin Philanthropy Network, Mary Lou Young, United Way of Greater Milwaukee & Waukesha County	1.00
November 8, 2016	Hyatt Regency	A Community Dialogue on Philanthropy	Panelists included: Gil Cobia, Director of Global Community Involvement and Engagement, Johnson Controls Jeannie Fenceroy, Senior Program Manager of Education and Scholarships, Greater Milwaukee Foundation Don Layden, Operating Partner, Baird Venture Partners and Baird Capital Partners and Partner, Quarles & Brady William Martin, President, Jericho Resources Inc. Patrick Rath, Senior Vice President, Aurora Health Care Foundation Dean Rennie, Vice President of Marketing, KAPCO Thomas Rosenthal, Program Officer, Northwestern Mutual Foundation Molly Schweiger, Vice President, Client and Community Relations Director, PNC Julia Taylor, President, Greater Milwaukee Committee Matt Walker, Regional Partner, Thrivent Financial	1.00

October 27, 2016	ICC	Making the Case for Resource Investment	Travis Carley, Corporate Vice President at CCS and Peter Hoskow, Principal and Managing Director, CCS	1.00
September 27, 2016	ICC	Dream It. Fund It. Build It.	Dave Malone, President, McDonald Schaefer Kim Koch, Consultant, McDonald Schaefer	1.00
August 18, 2016	Pewaukee Country Springs Conference Center	Fundraising Day Wisconsin Conference	OPENING PANEL DISCUSSION - EXCEEDING YOUR FUNDRAISING GOALS IN 2017: Three Pieces of Advice for Fundraisers and Nonprofit Leaders FIRE UP YOUR BOARD FOR FUNDRAISING: TURN THEIR PASSION INTO ACTION - GAIL PERRY THE ART OF DISCOVERY AND MAKING THE ASK - RACHEL MUIR GREAT BOARDS LEAD TO GREAT FUNDRAISING - CHUCK LORING TIME MANAGEMENT - REBECCA FISHMAN LIPSEY WHERE THE EASY MONEY IS IN FUNDRAISING TODAY WORK SMARTER, NOT HARDER GETTING MAJOR GIFTS - RACHEL MUIR THE GRATEFUL DEAD - PLANNED GIVING ROCKS - CHUCK LORING PITCH PRACTICE - REBECCA FISHMAN LIPSEY	6.00
June 23, 2016	ICC	Breakfast with a Grantmaker	Erin Frederick, Senior Program Officer - Zilber Family Foundation Kathryn Leverenz, Executive Director - Brookhill Institute of Mathematics Mike Murphy, Vice President of Community Engagement - Kaztex Foundation Darlene C. Russell, Senior Program Officer - Greater Milwaukee Foundation Ashley M. Staeck, Community Program Associate - Johnson Foundation at Wingspread Audra Brennan, Director, Strategic Philanthropy - Northwestern Mutual Foundation Gina Stilp, Senior Program Officer - Zilber Family Foundation Robert Tobon, Program Officer - Bader Philanthropies, Inc.	1.00
May 26, 2016	ICC	Digging Deeper into Donor Behavior & Preferences: 2016 Donor Loyalty Study	Rich Dietz, Director of Fundraising Strategy for Abila	1.00
April 28, 2016	ICC	Keeping Your Organization Out of the Headlines: An Ethical Approach to Fundraising	Jaqueline Boynton, Attorney, Boynton Law and Nonprofit Law Lecturer, UWM; Mark Sabljak, Publisher, Milwaukee Business Journal; Karen Spahn, Senior Vice President of Development, Milwaukee Public Museum	1.00
March 24, 2016	ICC	Greater Together: Working Together to Build a Stronger Community	Janel Hines, Director of Grants; Timothy Larson, VP-Philanthropic Services; Marcus White, VP-Community Development (Greater Milwaukee Foundation)	1.00
February 25, 2016	ICC	Our Future Digital World: Innovative Technology for Fundraising	Molly Jante, Lead Technology Research Analyst at Northwestern Mutual	1.00
January 28, 2016	ICC	The "Rise of the Millennials" and Why We NEED to Care	Tamelyn Powell, Senior Vice President and Group Account Director at BVK	1.00
December 10, 2015	ICC	Trends in Philanthropy	Moderator: Tamara Pacada, CFRE, Development Director, City Year Milwaukee Scott Gelzer, Faye McBeath Foundation Fund and United Way of Milwaukee and Waukesha Counties Janel M. Hines, Director of Grant Programs, Greater Milwaukee Foundation	1.00
November 9, 2015	Hyatt Regency	6 Ways to Grow Your Nonprofit or Small Business	Rieva Lesonsky, Founder and CEO of GrowBiz Media	2.00
October 22, 2015	Cardinal Stritch	Leave Cultivation to the Farmers: How to Grow and Sustain a High-Performance Fundraising Program	Michael Frohna, CFRE, VP and Chief Philanthropy Officer, BloodCenter of Wisconsin	1.00
September 24, 2015	Brookfield Suites Hotel	When Things Go Wrong: Making Things Right with Donors	James Madlom and Elizabeth Hummitzsch of Mueller Communications	1.00
August 13, 2015	Pewaukee Country Springs Conference Center	Fundraising Day Wisconsin Conference	Laura Fredricks, Founder & CEO, THE ASK Karen Osborne, Senior Strategist, The Osborne Group Adrian Sargeant, Professor, Indiana University and University of Plymouth Stacey Wedding, Chief Strategist, Professionals in Philanthropy	6.00
June 25, 2015	Brookfield Suites Hotel	Integrating Direct Mail and Social Media for Campaign Success	Jenny Nimitz Mueller, Vice President of Development, Wisconsin Humane Society; Christopher R. Sosnay '94, Director of Annual Giving, Marquette University High School	1.00
May 28, 2015	ICC	How Planned Giving Officers and Professional Advisors Work Together to Serve their Donors/Clients	Brad Kalscheur, Michael Best & Friedrich; Nancy Bonniwell, Weiss Berzowski Brady; Jay Frank, Lake Country Wealth Management; Penny Gutekunst, Zoological Society of Milwaukee	1.00
April 21, 2015	ICC	IT Puts Power in the Palm of Your Hand	Peter Zehren, Zehren Consulting	1.00
March 24, 2015	ICC	The Ethics of Social Media	Johannes Britz is Provost and Vice Chancellor for Academic Affairs, and Professor in the School of Information Studies, at the University of Wisconsin-Milwaukee.	1.00
February 26, 2015	Cardinal Stritch	Thriving: Go (rescheduled to October 2015)	Yolanda Rahman, CFRE, Senior Philanthropy Advisor, The Osborne Group	1.00
January 22, 2015	ICC	What are the Qualities of a Successful Fund Development Professional?	Panel moderator Amalia Schoone, Principal Consultant, In Progress Consulting and panelists Jan Lennon, 2013 Todd Wehr Volunteer Award winner and Patrick Rath, Vice President, Foundation Development, Aurora Health Care, 2013 Scott Cutlip Award winner and Deanna Singh, Executive Director of the Burke Foundation.	1.00
December 11, 2014	ICC	State of Philanthropy	Panel: Moderator Tamara Pacada, CFRE and panelists Rob Henken, President, Public Policy Forum, Tim Larsen, Vice President, Philanthropic Services, Greater Milwaukee Foundation, and William Martin, President, Jericho Resources, Inc	1.00
November 11, 2014	Pfister Hotel	Living Your Brand Story	Julie Raye, Director of Brand Strategy for Brandgarten	2.00
October 23, 2014	ICC	Legal and Ethical Implications of Whistleblowing	Katherine L. Charlton, Attorney, Hawks Quindel, S.C.	1.00

July 24, 2014	ICC	Leading a Winning Team	Janet Stoffer, Manager, Leadership Development Services MRA	1.00
June 26, 2014	ICC	Building Loyalty with your Primary Customers	Debra Schmidt, Professional Speaker, Trainer & Author, President/CEO Loyalty Leader, Inc	1.00
May 22, 2014	ICC	Making the Dough Rise: Mixing the Right Ingredients into Your Planning Team	Paul Kwiecen, Financial Consultant, Thrivent Financial for Lutherans, Patrick Schultz, Attorney, Walden, Schuster & Vaklyes, S.C., Steve Dombrock, CPA, Steve Dombrock & Co., S.C.	1.00
April 24, 2014	ICC	The Government and Your Nonprofit : What You Need to Know	Susan Russell, Vice President of Community Engagement, Easter Seals Southeast Wisconsin	1.00
March 27, 2014	ICC	Telling the Story of Impact	Bob Glowacki, Executive Director, Easter Seals Southeast Wisconsin,	1.00
February 27, 2014	ICC	Burning Bright Without Burning Out	Marcy Heim, CFRE, The Artful Asker, LLC	1.00
January 23, 2014	ICC	Positining Your Board for Strategic Leadership	Frank Martinelli, President/Senior Consultant , The Center for Public Skills Training	1.00
January 15, 2014	ICC	How to Harness the Power of Emotional Copy Drivers in your Next Direct Mail Solicition	Grant A. Johnson	1.00
October 10, 2013	ICC	Srewarding the Donors: You Have the Gift, Now What?	Michael McNeely, President and CEO, Abbey Group, Ltd.	1.00
July 11, 2013	ICC	Ethics: What do do When No One os Looking	Patricia Clason, Director of the Center for Creative Learning	1.00
June 13, 2013	ICC	Career Transition: Think You Want to be a CEO or ED?	Jamie Pratt, Partner, Spano Pratt Executive Search, Joan Rudnitzki, CFRE, Executive Director, Wildlife in Need Center, Edie Turnbull, Executive Director, College Possible Milwaukee	1.00
May 9, 2013	ICC	Starting the Gift Planning Conversaton	Kathryn Hofman, J.D., Senior Director of Development, Marquette University	1.00
May 1, 2013	ICC	Professional Development Series - Prospect Research (2 dates 4/17/13 & 5/1/13)	Eve Carr, Ph. D.	3.00
April 24, 2013	UWM Alumni House	Fundamentals of Fundraising	Helen Bader Institute	1.00
April 17, 2013	ICC	Professional Development Series - Prospect Research (2 dates 4/17/13 & 5/1/13)	Eve Carr, Ph. D.	3.00
April 11, 2013	ICC	Operations Management: Building the Infrastructure You Need to Succeed	Pat Brown, Executive Director, Vision Forward, Pam Garvey, Associate Vice President, Office of Development Medical College of Wisconsin, Cathy Girard, Vice President of Development, Goodwill Industries Southeastern Wisconsin, Francesca Kempfer, Development Director, 88nine RadioMilwaukee, Annie Jansen Jurczyk, Operations and Initiatives Manager, ABCD: After Breast Cancer Diagnosis	1.00
March 21, 2013	ICC	Andrew Watt, President of AFP International	Andrew Watt, President of AFP International	1.00
February 21, 2013	ICC	Taking a Team Approach to Board Engagement	Stacy Swadsh, Vice President of Development, Big Brothers Big Sisters of Metro Milwaukee	1.00
January 17, 2013	ICC	The Road to Major Gifts	Nancy Siedl Nelson, Development Officer, ProHealthCare Foundation & Lisa Pieper, Director of Individual Giving, Alverno College	1.00
December 13, 2012	ICC	3 Ways to Improve Your Donor Loyalty Marketing	Chad Carpenter, Vice President, Teuteberg Inc.	1.00
October 18, 2012	ICC	The Joy of Careers in Philanthropy		1.00
July 19, 2012	ICC	10 Steps to a Dymanic Development Committee	Erich Tillich, Vice President of Donor Relations, Boys & Girls Clubs of Greater Milwaukee	1.00
June 14, 2012	ICC	Tip on Building Donor Trust	Ellen Gilligan, President and CEO, Greater Milwaukee Foundation	1.00
May 17, 2012	ICC	Planning for Success: Raise More Money with a Solid Fund Development Plan	Ellen Gilligan, President and CEO, Greater Milwaukee Foundation	1.00
April 19, 2012	ICC	Milwaukee Succeeds: A Unique Public Private Partnerships - Changing the Landscape of our Community	Ellen Gilligan, President and CEO, Greater Milwaukee Foundation	1.00
March 15, 2012	ICC	Donor Identity: Prospect Research	Sarah Bernstein, President, APRA Wisconsin Chapter, Shawn Perrin, CFRE Principal Vision First, LLC	1.00
February 16, 2012	ICC	Advancing Your Special Events	Nancy C. Bong, Special Events Coordinator, Big Brothers Big Sisters of Metro Milwaukee, Tanya Bissen, Annual Gifts Manager, Children's Hospital of Wisconsin, Sarah Gilday, Director of Development, Junior Achievement, Andrea Hug, Special Events Manager, Make-A-Wish Foundation of Wisconsin, Nancy Johns, Foundation Development Officer, Aurora Health Care Foundation, Cory King, Vice President, Development & Communications, Penfield Children's Center	1.00
January 19, 2012	ICC	The New Realties of Sponsorship	Kathy Emery	1.00
December 15, 2011	ICC	Social Media: Ethical, Safe and Effective Practical Standards	Phil Gerbyshak	1.00
October 20, 2011	ICC	What's Diversity Got to Do With It?	LG Shanklin-Flowers, President/Principal Consultnat, InReach Consulting	1.00
July 21, 2011	ICC	How to be Dangerous at Planned Giving	Jill Heller, Owner of Heller Legacy Planning, LLC	1.00
May 19, 2011	ICC	Great Expectations: Creating Powerful Fundraising Partnerships	Executive Director, the Director of Development, and the Chair of the Development Committee for the Schlitz Audubon Nature Center	1.00
April 13, 2011	ICC	AFP Mentoring Express	Various	1.00
March 17, 2011	ICC	Made You Look: How Greater Attention Leads to Greater Fundraising	Gary Mueller	1.00
February 17, 2011	ICC	Fundraising's Role in a Sustainable Organization	Steve Zimmerman	1.00
January 20, 2011	ICC	The Future of Philanthropy in WI: What's Next	Deborah Fugenschuh, Julie Kerksick, Danae Davis	1.00
December 16, 2010	ICC	The Power of Stories to Build Relationships	Mary B. Wacker	1.00
December 9, 2010	Webinar - MCW	Social Service or Charity - the Road to Sustainability	Jean Block	1.00
November 9, 2010	Frontier Airlines Center	Partners in Philanthropy Luncheon		
October 27, 2010	Webinar - MCW	Moral Courage and Ethical Fundraising	Rush Kidder	1.00
October 21, 2010	Italian Conference Center	Moving From Success to Significance	Robert Lange	1.00
October 7, 2010	Webinar - MCW	Annual Campaign, Raising More with Fewer Resources	Erik J. Daubert	1.00
September 23, 2010	Webinar - MCW	Secrets to Success in a Digital Donor-Centric World	Andrew Magnuson	1.00

September 8, 2010	Webinar - Planning Council	Great Gifts, Great Expectations Major Gifts Fundraising in the New Economy	Tony Myers	1.00
August 12, 2010	Webinar - Planning Council	How to Evaluate and Significantly Improve Major Gift Program	Maureen Schuerman	1.00
July 27, 2010	Medical College of Wisconsin - Webinar	Developing a Planned Giving Marketing Plan	Timothy Logan, ACFRE	1.00
July 15, 2010	Italian Conference Center	All Donors Consider Their Gifts Major	Charles P. Ries	1.00
June 17, 2010	Italian Conference Center	The Power of a Donor-Centered Moves Management Program	Maureen Schuerman	1.00
June 9, 2010	Webinar - Planning Council	50 Asks in 50 Weeks	Amy Eisenstein	1.00
June 9, 2010	Webinar - Girl Scouts Racine Service Center	50 Asks in 50 Weeks	Amy Eisenstein	1.00
May 20, 2010	Italian Conference Center	The Secret to Better Schools & Nonprofit Organizations	Shemagne O'Keefe	1.00
April 15, 2010	Italian Conference Center	Volunteer Tips & Tricks	Bonnie Andrews, Caitlin Martell, Mary Schuman	1.00
March 24, 2010	Webinar - The Planning Council	Innovation Impulse	Bernard Ross	1.00
March 18, 2010	Italian Conference Center	How to Renew Donor Support and Increase Giving	Jim Dickman	3.00
February 18, 2010	Italian Conference Center	Using Marketing Principles to Win Government Grants	William Martin	1.00
January 21, 2010	Italian Conference Center	Outcome Focused Planning	Kathleen Pritchard, PhD	1.00
December 17, 2009	Italian Conference Center	Moving Beyond the Jitters: How to Solicit a Major Gift	Mary Louise Mussoline, Debbie Patel, Julie Tolan	
November 19, 2009	Midwest Airlines Center	PIP Luncheon		
October 28, 2009	University of Wisconsin-Milwaukee	Getting Your Message to the Media on a Dime	Kathy Compton and Michael Milsen	
October 16, 2009	ICC	Continuous Planning	Jim Raffel	
October 15, 2009	Italian Conference Center	Hands-On Social Media	Panel	
July 23, 2009	University of Wisconsin-Milwaukee	Blueprint for Fundraising Success in any Economy	Kent Dove, CFRE	
July 16, 2009	Italian Conference Center	Emerging Trends in Donor Relations	Janet L. Hedrick, CFRE	
June 18, 2009	Italian Conference Center	The AFP Primer on social media continues, it's Not just the website, it's the web	Bill Finn and Patrick Price	
June 10, 2009	University of Wisconsin-Milwaukee	Evaluating your development Program	Linda Lysakowski, ACFRE	
May 21, 2009	Italian Conference Center	Blogs, Wikis, Twitter, IM and LinkedIn - Putting Social Networking tools to Work	Beth Schaefer	
May 6, 2009	University of Wisconsin-Milwaukee	Ethics	Paulette Maehara	
April 23, 2009	ICC	Career Reposition Today: How to Stay Strong in a Weak Economy	Jamie Pratt/Rose Spano	
March 19, 2009	ICC	Half Day Seminar, Annual Fund, Raising Money in Challenging Times	Lawrence Henze	
March 12, 2009	Girl Scouts of Wisconsin Southeast - Audio	The Seven Things Everyone Wants: What Freud and Buddha Understood about Online Outreach	Katya Andresen	
February 19, 2009	ICC	Charting a Successful Future - Strategic Planning	Bill O'Toole	
February 5, 2009	Girl Scouts of Wisconsin Southeast - Audio	Developing Major Gift Donors Who Deliver	Laura Fredricks, JD	
January 15, 2009	ICC	The Nonprofit Workforce: Where will be in 2023	David Wolfson	
January 15, 2009	Girl Scouts of Wisconsin Southeast - Audio	Recession-Proof Your Annual Campaign	Stanley Weinstein	
December 11, 2008	Medical College of Wisconsin - Audio	Navigating Beyond "No": The Nuances of Negotiation for Major and Planned Gifts	Pat Moline and Bradley Shafer	
December 11, 2008	ICC	Does the Dow Jones Affect Philanthropy	Sara Walker	
December 10, 2008	Medical College of Wisconsin - Audio	Guerilla Tactics: Motivating Your Board and CEP to Raise More Money	Paula Parrish	
November 12, 2008	Midwest Airlines Center	PIP Luncheon		
September 18, 2008	Medical College of Wisconsin - Audio	Keep Your Donors Part 2: Building Donor-Centered Relationships	Tom Ahern	
July 17, 2008	Italian Conference Center	Table Talk Half Day Seminar	10 different Topics	
July 9, 2008	Medical College of Wisconsin - Audio	Keep Your Donors Part 1: Building Donor-Centered Relationships	Simone P. Joyaux,	
June 19, 2008	ICC	Conducting a Staff-Led Feasibility Study	Garry Hubbell	
June 3, 2008	Medical College of Wisconsin - Audio	How to Create Benchmarks for Naming Opportunities	Terry Burton, CFRE	
May 22, 2008	ICC	Everybody Needs Sponsors	Kathy Emory	
May 8, 2008	Medical College of Wisconsin - Audio	Ethical Fundraising: What's the Effect on Your Bottom Line?	Janice Gow Pettey	
April 17, 2008	ICC	Benefits of Diversity in Development	Heidi Moore	

April 10, 2008	Medical College of Wisconsin - Audio	Demystifying Online Marketing for Nonprofits	Todd Baker	
March 20, 2008	ICC	What Has Research Done for Fundraising	Adrian Sargent	
March 11, 2008	Medical College of Wisconsin - Audio	Fundraising in a Diverse World	David Brown	
January 21, 2008	ICC	What Every Volunteer Needs to Know about Making the Ask	Joan Rudnitzki	1.00
January 17, 2008	ICC	Five Things Great Managers Do	Joseph Feest	1.00
December 13, 2007	ICC	Is Your Agency Organizational Fit?	Boris Frank	1.00
November 7, 2007	Midwest Airlines Center	PIP Luncheon		
October 18, 2007	ICC	Living and Working in the 21st Century	Paul Decker	
September 6, 2007	Medical College of Wisconsin - Audio	Writing Tight: Secrets to Successful On line Proposals	Diane Gedeon-Martin	
August 9, 2007	Medical College of Wisconsin - Audio	Avoiding Ethical Nightmares	Barbara R. Levy	
July 19, 2007	ICC	The Development Plan and Creating & Shaping the Dream Team of Fundraising	Linda Lysakowski, ACFRE	4.00
June 21, 2007	ICC	Creating Joyful Donors	David Wolfson and Fran Halas	1.00
June 7, 2007	Medical College of Wisconsin - Audio	A Planned Giving Program Any One Can Create	Aleander MacNab, FAHP, CFRE	1.00
May 17, 2007	ICC	Wealth in Wisconsin	Deborah Fugenschuh	
May 3, 2007	Medical College of Wisconsin - Audio	Involving Your Board in Fundraising, Even When They Aren't Perfect	Sandra Renner, CFRE	1.00
April 18, 2007	Medical College of Wisconsin - Audio	How to Write Donor-Centric Communications and Raise Lots More Money	Tom Ahern	1.00
March 15, 2007	ICC	Table Talk Half Day Seminar	10 different Topics	
February 15, 2007	ICC	Outcomes are Our Friends	Julie Whelan Capell & Amalia Schoone	
January 18, 2007	ICC	Preparation for Succession	Mindy Lubar Price	
December 14, 2006	ICC	Best Practices in Gift Processing	Lynne Becker, Advanced Solutions	
November 16, 2006	Midwest Airlines Center	PIP Luncheon		
October 19, 2006	ICC	Put the Fun Back in Fund Raising	Bob Orvis, Comedy Sportz	
September 19, 2006	ICC	The Art Of Listening	Jean Groshek, Alverno	
July 20, 2006	ICC	How to mobilize your Board's help to secure 90 solicitation calls in 90 Days	Michael Bruni	
June 15, 2006	ICC	Working Through Ethical Questions in Fund Development	Mary McCann and Robert Meiksins	
May 18, 2006	ICC	Women Transforming Philanthropy	Sondra Shaw-Hardy	
April 20, 2006	ICC	Young Professionals Will and Do Give	Shelley Jurewicz	
March 23, 2006	ICC	Half Day Seminar, Making an Artful Ask, Building the Bridge from Annual to Endowment	Marcy Heim	
January 19, 2006	ICC	Donor Driven Branding	Anne Curley	
December 15, 2005	ICC	Laughing Matters	Barbara Bartlein	
November 17, 2005	Midwest Express Center	PIP Luncheon		
October 20, 2005	ICC	Improved Staff Effectiveness - Predictive Index	Jeffrey H. Wulf, WIPEFLI	
July 14, 2005	ICC, Half Day Seminar	Making Major Gifts A Reality	Mary Louise Mussoline	
June 14, 2005	University Club, Senior Event	How to get what you need from Government	Sharon Cook, James Ryan, Denasha Scott	
May 19, 2005	ICC	The Role of the Leader	Richard Teerlink	
April 21, 2005	ICC	Inspiring Leaders to Build a Better Community	Yvonne Lumsden-Dill, Mount Mary College	
March 17, 2005	ICC, Half Day Seminar	Annual Giving,	Robert Burdonski	
February 17, 2005	ICC	The Key to Successful Grants	Tom Lifendahl, Cardinal Stritch University	
January 20, 2005	ICC	AFP Membership - making Your Job Easier	Cynthia Sanford, National AFP	
December 9, 2004	ICC	Selecting the Best: Hiring & Recruiting	Patti Sherman Cisler, Milwaukee Public Museum	1.00
November 18, 2004	Midwest Express Center	PIP Luncheon		
October 21, 2004	ICC, Half Day Seminar	Effective Leadership; Outcomes that Produce Incomes; Where are WE Headed	Jim Greenfield	
July 22, 2004	ICC	Chapter Seminar	If you need the exact workshops - I can fax over to you	
June 17, 2004	ICC	Relationship fundraising and building support on a national level	T. Michael Bolger, JD, President and CEO of Medical College of Wisconsin	
May 20, 2004	ICC	How the Greater Milwaukee Foundation is using the Internet to enhance philanthropy	Doug Jansson, President, Greater Milwaukee Foundation	
April 8, 2004	ICC	Changing Communities, Changing Donors	Terry Ludeman, Chief of Office of Economic Advisors WII Department of Workforce Develo	
March 18, 2004	ICC	Developing a Powerhouse Board of Directors	Julia Taylor, Greater Milwaukee Committee	
February 19, 2004	ICC	The Power of the Personal Visit	John B. Nickels and Reuben Schmitz, Jr. Bethesda Lutheran Homes and Services	
December 11, 2003	ICC	Getting Board Members Involved in Fundraising	Ron Retzki, President of Retzke & Associates	
November 4, 2003	Midwest Express Center	PIP Luncheon		
July 24, 2003	ICC	Chapter Seminar	If you need the exact workshops - I can fax over to you	
June 19, 2003	ICC	What Fundraising Professionals Need to Know about Social Entrepreneurship	Karen Gotzler, Urban Economic Development Association of Wisconsin	

May 15, 2003	ICC	How To Be Strategic In Your Strategic Planning	Susan Stein, Strategies for Philanthropy
April 16, 2003	ICC	Outcomes Seminar/Roundtables	Various Presentors
March 20, 2003	ICC	Be a Better Fundraiser Using Prospect Research	Patrick Jung,
February 13, 2003	ICC	Creating a Special Event and Smile All the Way to the Bank	Tom Meisenheimer, Ranch Community Services
January 16, 2003	ICC	Technology of Today and Tomorrow. What's Right for You?	Craig Ahlquist, Campagne Associates
December 17, 2002	ICC	Power Play: How to Bring Fun to Work	Steven Baue, Professional Development Consultant
November 1, 2002		Partners in Philanthropy Luncheon	
October 17, 2002	ICC	Increasing Awareness for Your Organization	Julie Pedretti, Children's Health System, Director of Public Relations
October 14, 2002	ICC	What is this thing called "Brand" and why is it important to fundraising	Kelly Chmielewski. PBS
July 25, 2002	Chapter Seminar		If you need the exact workshops - I can fax over to you
June 20, 2002	ICC	"Creating an effective corporate request"	Gil Llanas, Community Affairs Manager, Miller Brewing Company
May 16, 2002	ICC	Internet	Jay Love, CEO of E-Tapistry
April 18, 2002	ICC	Sponsorship Bootcamp	Patricia Martin of LampLit Communication
March 21, 2002	ICC	Round Tables	Various Presenters
February 21, 2002	ICC	The Seasons of Sharing: Forest County Potawatomi Community Foundation	Raejean Kanter
January 17, 2002	ICC	"Making Sense of Uncertainty"	Richard Thieme
December 13, 2001	ICC	"Your Importance in Today's Society"	Ron Carroll, CFRE - Executive Dir. - Wash. D.C. Boy Scout Council
November 1, 2001		PIP Luncheon	
October 18, 2001	ICC	*cancelled*	
July 11, 2001		"Raising More Money: Building a Self-Sustaining Individual Giving Program"	Terry Axelrod
June 21, 2001		"The Bradley Foundation and Civic Renewal"	Daniel Schmidt, Bradley Foundation
May 17, 2001		"Deciding to Use Video: What to Consider and How To Use It Effectively"	Brian Schmidlin, Schmidlin Wessel Productions and Angela Rester
April 19, 2001		"Philanthropy in the Next Century: 5 Trends That Will Shape Your Career"	Bruce Flessner, Bentz Whaley Flessner, Larry Woodard
March 15, 2001		"Marketing and Philanthropy - Joining Forces For Your Organization"	Susan G. Stein, Senior VP, Milwaukee Symphony Orchestra and Jill Evans
February 15, 2001	ICC/Ballroom 3 East	E-Commerce	Purush Paptla, Professor, UWM
January 18, 2001	ICC/Ballroom 3 East	"Keep Your Mouth Shut - and Other Secrets to Raising Major Gifts"	Marueen Scherman (Beezat)
December 21, 2000	ICC/Ballroom 3 East	"Legislative Impact On Charity"	Congressman Tom Barrett
October 19, 2000	ICC/Classrooms 1, 2, 3 & 4	"Consultants and Outsourcing - Best Practices"	Sam Macklem & Panel
September 21, 2000	ICC/Ballroom 3 East	"Charity Web Sites and Internet Fund Raising - Do You Have Mail?"	Julie Whelan Capell & Mary McCarthy (Technical Assistance, Dee Warzyn, WCTC)
June 15, 2000	ICC/Ballroom 3 East	"Leading From Your Depths"	Jo Hawkins Donovan
April 20, 2000	ICC/Ballroom 3 East	"Measuring Fund Raising - Demonstrating Effectiveness"	David Schultz, CFRE, Executive VP, Waukesha Memorial Hospital Foundation
March 16, 2000	Astor Hotel/Astor Street Restaurant Ballroom	"HOW TO...Utilize the 'Leave A Legacy' Program"	Lucia Petrie, Milwaukee Art Museum; Nora Sales, YMCA; Bob Lange, Milwaukee Foundation
February 17, 2000	Astor Hotel/Astor Street Restaurant Ballroom	"New Milwaukee Idea-Community Partnership-Impact on the Non-Profit Community"	Nancy Zimpher, Chancellor, UWM
January 20, 2000	ICC/Ballroom West and Center	"Implications for the Profession Over the Next 3-5 Years"	Dr. J. Russell Raker, III, ACFRE, President, Family Foundation of North America