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President's Point of View

Happy New Year!

As your 2020 AFP Greater Cincinnati Board President it is my pleasure to serve the members of this chapter. We have an exciting year of programming ahead and I hope that you will take full advantage of your membership benefits and experience the breadth of the content.

Speaking of this, as an AFP Member you have a variety of NEW benefits provided by AFP Global. Be sure to check out AFP Global's [website](#) to learn more about the opportunities available to you.

We are always looking for new volunteer leaders for our chapter. If you have any interest in working with the chapter and giving back to the community please check out AFP Cincinnati's [website](#) to learn more.

On behalf of the entire Board of Directors, I want to thank you for your efforts on behalf of the institutions we serve. The Greater Cincinnati community would be a very different place without the work we do every day.

Happy 2020!

Rachel Kirley, CFRE

What are you most looking forward to during your presidency?

There is so much programming offered by AFP, and the leadership I work with on the board is so fantastic that the overall experience is what I am looking forward to the most.

What is your current role in fundraising? Summary of your responsibilities/experience?

I currently serve as the Development Director for the Cincinnati Playhouse in the Park. I oversee all annual, capital and endowment fundraising efforts for the institution while leading a team of ten. Previously, I served in a variety of fundraising positions with the Cincinnati Symphony Orchestra. In my final position I served as the Director of Individual Giving and Donor Services. In this position I oversaw individual giving as well as benefit fulfillment, volunteer management and donor acknowledgment. Prior to my time with the Symphony, I lived in Portland, Oregon serving in various development roles for the Portland Opera.

Hometown – Cincinnati, Ohio

What you love most about Cincinnati – I grew up here, so there are many things that come to mind. The city has so much to offer in a landscape that is much more welcoming and affordable than other major cities, which makes it a wonderful place to live and work.

What you love about Playhouse in the Park – My undergraduate degree is in technical theatre, so the opportunity to fundraise in the theatre is a return to my roots and it has been many years since I had the opportunity to work in the industry.

Your 'claim to fame' – I am incredibly patient.

Favorite food or dessert – Any food with salt is my favorite.

Bet you did not know this about me – My original career path was medical school. Then I took organic chemistry....

Favorite book, movie or TV program – I read frequently, so my current favorite book is anything by Brené Brown. I just saw the recent film adaptation of *Little Women* and it is probably my current favorite film.

Person who is the biggest influence on you – My parents

Favorite sport – My husband and I are huge FC Cincinnati fans and I enjoy running and Pilates in my free time.

Proudest moment – When I was hired by the Symphony. That position enabled my husband and me to return to Cincinnati to be closer to my family.

Words you live by – You never know until you try.



In Tribute

AFP fondly remembers John Barfield. For more than 35 years, John led fundraising and consulting for various universities, associations, and non-profit organizations, most recently as National Personal Philanthropy Director for the Disabled American Veterans. For the majority of his career, John was an AFP member. For background [CLICK HERE](#). Thank you John for your gifts of service and for inspiring us all!

Help Solve an Ethical Dilemma!

We need volunteers to present “Ethics Moments” at the beginning of our Networking & Knowledge 2020 events.

Do you ever find yourself in a tricky situation where you need to refer to the AFP Code of Ethics before deciding what to do? You're not alone ... it happens all the time! At every Networking & Knowledge event a fellow fundraiser shares an ethical moment and opens a discussion with the larger group. Do you have a story and teachable moment to share? Join us in 2020! Contact Laura Proto (lproto@ensemblecincinnati.org) to learn more.



Help Make a Great Chapter Greater!

Meet new friends and contacts and enhance your fundraising knowledge while you make a difference for the Chapter – get involved on an AFP committee! Whether you are a novice or experienced in your career, join us to make an impact in these groups:

- Communications
- Diversity & Inclusion
- Fund Development
- Membership
- National Philanthropy Day
- Strategic Planning
- Young Professionals

Learn more about our committees – afpcincinnati.org/chapter-committees/, then contact Phillip James, Engagement Coordinator – jamespp@ucmail.uc.edu or (513)556-6295.

Don't Miss AFP's 19th annual Nonprofit Leadership Summit, April 16

The **Nonprofit Leadership Summit** is always a highlight, a half-day, packed-house event with an inspirational, nationally-renowned speaker.

This year, join Donor Relations Guru, Lynne Wester, as she leads two full workshops:

- The Four Pillars of Donor Relations
- Don't Let your Board be Bored by Donor Relations

[CLICK HERE FOR PROMOTIONAL FLYER](#)

**SAVE
The
DATE**

Save these Spring Dates!

February 12, 7:45 – 9:30 a.m.: **Networking & Knowledge Breakfast** – *Black Philanthropy: For the Culture, For the Future*. Speaker: Lauren Jones, Greater Cincinnati Foundation. Location: American Red Cross.

March 4, 7:45 – 9:30 a.m.: **Networking & Knowledge Breakfast** – *The \$110B Opportunity: Donor Advised Funds and their Impact on Philanthropy*. Speaker: Fernando Gonzalez, Mid-Atlantic National Philanthropic Trust. Location: American Red Cross.

March 11: 11:30 p.m. **DEADLINE** for Presidential Scholarship, Spring Fundamentals of Fundraising, and Young Professional Scholarships to be received online.

March 19, 11:30 a.m. – 1 p.m.: **Webinar: How to Raise Major Gifts in only 30 Minutes per Day**. Speaker: Amy Eisenstein. Location: Talbert House.

April 14, 8:30 a.m. – 5 p.m. AND April 15, 8:30 a.m. – 5 p.m. **Fundamentals of Fundraising** spring session. Location: Greater Cincinnati Foundation.

April 16, 7:30 – 11:30 a.m. **Nonprofit Leadership Summit: The Four Pillars of Donor Relations & Don't Let your Board Be Bored by Donor Relations**. Speaker: Lynne Wester. Location: Xavier University Cintas Center. See article for details.

May 6, 7:45 – 9:30 a.m.: **Networking & Knowledge Breakfast - Development and Media Relationships**. Speakers: Panel Discussion. Location: Community Action Agency.

May 21, 8 – 9:30 a.m.: **Webinar: The Next Generation of Giving**. Speaker: Ashley Thompson. Location: Talbert House.

Visit for afpcincinnati.org/events/list/ to learn more and register!

Top 8 Fundraising Trends for 2020

AFP Global features Linda Wise McNay of [Our Fundraising Search](#) on top trends. [See details here](#)

1. Storytelling will grow in importance.
2. Development turnover will continue to escalate.
3. More nonprofits will migrate toward an emphasis on major gifts.
4. Accurate donor research will be even more crucial in 2020.
5. Nonprofits will appear more political—whether they intend to or not.
6. Volunteering will be up, giving may not be.
7. Partnering (with other organizations) is a great strategy for 2020.
8. A cross-cultural perspective (in staff and board) will be in high demand in nonprofits.



Don't miss these AFP Members-Only Webinars!

Visit [by clicking here](#) for offerings such as:

- Below the Surface: Mental Health & Psychological Safety in the Nonprofit Sector
- Preventing Harassment in the Fundraising Profession
- Are Diversity and Inclusion Ethical Issues?



Did you know?

- You can personalize your interests on the AFP Global site based on the stage of your career and fundraising topics!
- You can listen to podcasts – such as **Confrontations and Conviction.** AFP's VP Michael Nilsen interviews Ethics Committee member Yulanda Davis-Quarrie, CFRE, MS, on the benefits of being on the Ethics Committee and tips for challenging donor conversations when there is potential for a breach of ethics.
- You can learn from CFRE experts in five-minute "Micro-Learning"

Videos” on key topics such as Setting Goals, Listening & Asking, Getting a Seat at the Table, Donor Development Plans for Board Members and the Public Phase of a Capital Campaign ... and those are just the most popular ones for January 2020!



Get Engaged with AFP on Twitter

Every Friday is [#AFPPhilanthropyFriday](#) on Twitter, where you can tweet inspirational stories, insightful ideas, or even just what you're doing to help your community over the weekend! And be sure to follow AFP Cincinnati at [@afpcincy!](#)

Current Job Openings

Are you curious about open fundraising positions in our area?
Check out our website with Job Listings!

[CLICK HERE FOR AFP Affiliate Job Listings](#)



AFP of Greater Cincinnati - www.afpcincinnati.org

STAY CONNECTED

