

AFP 2026 MONTHLY EDUCATION MEETINGS

Invest in Your Learning. Grow Your Impact.

Strengthen Our Sector.

The Association of Fundraising Professionals, Southern Arizona chapter, provides professional development and networking opportunities for fundraising professionals and executives throughout our community.

What you'll Learn in 2026

JANUARY 9, 2026 Major Philanthropic Trends To Watch in 2026

✦ Presented by Julia C, Patrick, National NonProfit Academy at The Eddy Hotel Tucson

FEBRUARY 13, 2026 Self Care for Fundraisers

Special Extended Meeting with hands on opportunities for self-care!

✦ Coordinated by Brenda Goldsmith, El Rio Foundation and Paloma Santiago, Junior Achievement of Arizona at CFSA

MARCH 13, 2026 The State of Philanthropy in Southern Arizona

✦ Presented by Jenny Flynn, Community Foundation for Southern Arizona at CFSA

APRIL 10, 2026 Fundraising Effectiveness Project

✦ Presented by Alice Ferris, ACFRE, GoalBusters Consulting, at CFSA

MAY 8, 2026 How to Create a Fundraising Plan that Fits Your Organization

✦ Presented by Ethan Cox, Loft Cinema at the CFSA

JUNE 12, 2026 The Donor Conversation We've Been Afraid to Have (And Why We Need To Have It Now)

✦ Presented by Frank Velasquez, Jr, 4daHood at CFSA

JULY 10, 2026 Giving USA 2025 Report

✦ Presented by Richard Tollefson, Phoenix Philanthropy Group at CFSA

AUGUST 14, 2026 Bolster your annual fundraising with multichannel strategies (And Why This is Essential in the Day and Age of AI)

✦ Presented by Jennifer Tersigni, Raise the Bar Consulting at **United Way of Tucson and Southern Arizona (330 N Commerce Loop, Ste 200, Sentinel Room)**

SEPTEMBER 11, 2026 Stop Winging It: A Smarter Framework for Portfolio Management and Donor Stewardship

✦ Presented by Phoebe Chalk, Chalk Consulting at **Sands Club at the University of Arizona**

OCTOBER 9, 2026 Get More than Totals from Your Donor Data

✦ Presented by Nancy Siner, Acacia Database Management

NOVEMBER National Philanthropy Day Celebration

DECEMBER 11, 2026 Topic TBD

✦ At CFSA



UPCOMING AFP MONTHLY EDUCATION MEETINGS

**Bolster your annual fundraising
with multichannel strategies (And
Why This is Essential in the Day and
Age of AI)**

**Stop Winging It: A Smarter Framework
for Portfolio Management and Donor
Stewardship**

Sponsorship Still Available!

August 14, 2026

8:00 - 9:30 AM

**United Way of Tucson and Southern
Arizona (330 N Commerce Loop, Ste
200, Sentinel Room)**

Presented by:

**Jennifer Tersigni, Raise the Bar
Consulting**

In today's rapidly changing fundraising climate, nonprofits cannot rely on one channel—or one annual appeal—to sustain giving. Donors expect timely, meaningful, and personalized engagement across multiple touchpoints, from direct mail and email to social media, digital campaigns, events, stewardship, personal outreach, and emerging tools such as AI. This workshop will explore how organizations can strengthen annual fundraising by building coordinated, donor-centered multichannel strategies that deepen relationships and increase response.

Sponsored by Single Focus Web

September 11, 2026

8:00 - 9:30 AM

**Sands Club at the University of
Arizona**

Presented by:

Phoebe Chalk, Chalk Consulting

Most of us got into this work because we care about the mission, not because we love managing spreadsheets or tracking touchpoints. But here's the truth: without a clear portfolio strategy and a real stewardship plan, even your best donors could quietly walk out the door. In this session, Dr. Chalk-Wadsworth will introduce two practical frameworks, a Prospect Framework for understanding exactly where your donors and prospects sit (and when to ask), and a tiered Stewardship Matrix that takes the guesswork out of who gets what touch and when. Whether you're just building your first portfolio or you've been doing this for 20 years, you'll leave with tools you can use on Monday morning.

RSVP at afpsoaz.org

