



# AFP NJ, Southern Chapter."

October 23, 2008

## Luncheon Meeting & Seminar

Join us for the luncheon meeting and seminar of the AFP Chapter

**Location: Frog Rock Inn & Country Club**

**420 Boyer Ave., Hammonton, NJ 08037**

**Time: 11:30 am—Noon—Gathering & Networking**

**Noon-Lunch**

**12:15 pm Introductions and Announcements**

**12:45 pm—1:45 pm Speaker**

**"Successful Major Gift Solicitation"**



Michael J. Baker, CFRE is Founder and Partner with m3 Development in Marlboro, NJ, a full service non-profit consulting firm. He has over 15 years experience, previously working for the American Cancer Society, National Hemophilia Foundation and Boy Scouts of America in executive level development and management positions. He is a frequent speaker, published writer and producer of a variety of fundraising training videos. Michael serves as a member of the Board of Directors for the Marlboro Education Foundation & Board of Director & Officer for the Association of Fundraising Professionals—New Jersey Chapter. He is a member of AFP, APRA & NCPG. Michael holds a Bachelor of Arts Degree from the State University of New York-Albany, achieved the Certified Fund Raising Executive (CFRE) designation and is an Eagle Scout.

Michael's session will take you through the steps involved for the art of the ask! You will learn about major donor prospect identification; cultivation; solicitation; and stewardship. You will leave this session armed with the tools you will need to engage in major donor development.

**Reservations can be made online at [http://www.acwc.org/Main/event\\_detail.asp?schedID=364](http://www.acwc.org/Main/event_detail.asp?schedID=364).**

**Credit cards accepted. (visa & mc). Checks payable to "AFP NJ, Southern Chapter"**

**For questions or more information email us at [SNJAFF@aol.com](mailto:SNJAFF@aol.com), or call 856-285-0149.**

**Cost: \$22 AFP members if registered by Oct. 20 \$27 for walk-ins  
\$32 non-members if registered by Oct. 20 \$37 for walk-ins**

Approved Provider For



Continuing Education

*"Full participation in Successful Major Gift Solicitation is applicable for 1.0 points in Category 1.B – Education of the CFRE International application for initial certification and/or recertification."*

**Registration & Cancellation Policy:** If your employer pays for your registration, we will gladly accept that payment, in advance, or will provide you with a receipt that you can use for reimbursement from your employer. We do not bill. No refund or credit for future events is given for "No Shows." We must pay for "No Shows," so you will be charged if you cancel your reservation later than noon on Oct. 20. Cancellations must be by email. Unless you indicate otherwise, we will share your address and telephone number with our exhibitors and sponsors.

**Directions:** Accessible from Routes 30, 54, 206 & 542. See page 2 for directions.



South White Horse Pike (Route 30)  
Hammonton, New Jersey 08037  
609-561-5262

### **Directions**

#### **From Atlantic City**

##### **Using Route 30 (White Horse Pike)**

Take Route 30 West towards Hammonton. Pass Kelli's Korner Shopping Center on your left and 777 Professional Center on your right. Frog Rock Golf Course's entrance is on the right side just after the 777 Professional Center on your right. Proceed through the stone gates marked Frog Rock Golf Course and Mission Rock Estates. Follow the entrance road towards Frog Rock Golf Course. Frog Rock Golf Course is approximately one mile from the gates.

##### **Using the Atlantic City Expressway**

Take the Atlantic City Expressway West to Exit 28 (Hammonton). At the end of the exit ramp, proceed North onto Route 54 towards Hammonton. Follow Route 54 to Route 30 (White Horse Pike). Make a right onto Route 30 (White Horse Pike). Go through three traffic lights (at the third traffic light will be Kessler Memorial Hospital on your right). Frog Rock Golf Course is approximately 500 yards past Kessler Memorial Hospital on your left. Proceed through the stone gates marked Frog Rock Golf Course and Mission Rock Estates. Follow the entrance road towards Frog Rock Golf Course. Frog Rock Golf Course is approximately one mile from the gates.

#### **From Northern New Jersey**

Take the New Jersey Turnpike South to Exit 7 Route 206 (Bordentown/Trenton). Merge onto US-206 South towards McGuire A.F.B./Fort Dix. Remain on Route 206 for approximately 35 miles. Make a Left onto Route 30 (White Horse Pike). Go through three traffic lights (at the third traffic light will be Kessler Memorial Hospital on your right). Frog Rock Golf Course is approximately 500 yards past Kessler Memorial Hospital on your left. Proceed through the stone gates marked Frog Rock Golf Course and Mission Rock Estates. Follow the entrance road towards Frog Rock Golf Course. Frog Rock Golf Course is approximately one mile from the gates.

#### **From Philadelphia**

Take the Atlantic City Expressway East to Exit 28 (Hammonton). At the end of the exit ramp, proceed North onto Route 54 towards Hammonton. Follow Route 54 to Route 30 (White Horse Pike). Make a right onto Route 30 (White Horse Pike). Go through three traffic lights (at the third traffic light will be Kessler Memorial Hospital on your right). Frog Rock Golf Course is approximately 500 yards past Kessler Memorial Hospital on your left. Proceed through the stone gates marked Frog Rock Golf Course and Mission Rock Estates. Follow the entrance road towards Frog Rock Golf Course. Frog Rock Golf Course is approximately one mile from the gates.

#### **From Cumberland County / Vineland Area**

Take Route 54 North to Hammonton. Make a right onto Route 30 (White Horse Pike). Go through three traffic lights (at the third traffic light will be Kessler Memorial Hospital on your right). Frog Rock Golf Course is approximately 500 yards past Kessler Memorial Hospital on your left. Proceed through the stone gates marked Frog Rock Golf Course and Mission Rock Estates. Follow the entrance road towards Frog Rock Golf Course. Frog Rock Golf Course is approximately one mile from the gates.