

Start the Year Right: January DEN Program

January 16, 2009 DEN Meeting: "Working with the Family in Planned Giving"

What you need to know about working with families in planned giving for a nonprofit shop of any size. Presented by Steve Weldon, JD, CWC, Director of Planned Giving at CSUMB. Steve is the 39th person in the world to be certified as a Wealth Consultant by the Heritage Institute.

Steve is recognized as a national authority on family business communication and legacy planning, philanthropy, gift design and privacy for the affluent family. As a Certified Wealth Consultant with The Heritage Institute in Portland, Oregon, Steve guides families and family businesses to enable them to discover what is most important to them and their legacy: their history, challenges overcome, values, principles, ethics, accomplishments, and goals.

DEN Meetings are held the third Friday of the month at Tarpy's Roadhouse and begin promptly at noon. As part of its mission, DEN provides programs and trainings covering a variety of relevant development-related issues. If you have an idea for a future program or training, or would like to be considered as a featured speaker, please contact Jennifer Martinez at jenniferleahmartinez@gmail.com

Mark Your Calendar

February 20, 2009 DEN Meeting: "Fundraising Events that make Cents/Sense"

A panel of local nonprofits that host successful events will provide an overview of what is needed to raise funds and make friends through events. Don't waste your time or resources on failing events; learn valuable lessons from our experts. Relevant for both staff and board members!

Mission

The mission of the Development Executives Network is to provide useful, high quality programs and training, build a sense of community among local nonprofits, and provide members and guests with the opportunity to network with each other.

DEN 2009 Member Survey

THE RESULTS ARE IN!

By Emily Hull-Parsons
Creative Solutions!
Consult to Nonprofits and Foundations

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Through conducting this annual membership survey, we hope to provide guidance to the DEN board in planning for a most effective year in 2009 and to insure that we stay on mission. The survey was conducted online using Zoomerang. It was distributed with a link to the DEN e-mail list on 12/09/08. During the three weeks it was posted 69 people viewed the survey. The highlights below are based on 39 completed surveys.

- Approximately one third of the respondents do not visit the website
- The E-vite invitation got a resounding vote of support
- Members are very satisfied with the value for the money, the opportunity to network and the location of meetings.
- Lunch time was the first choice for 92% of the respondents, although 41% said they would also like an afternoon meeting.
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- Annual Member's Training Day was ranked as the most valuable benefit, followed by the opportunity to network.
- Top ranking program topics were Major Gift Solicitation, Public Relations, Funder Panels, and Development Planning.
- The group is evenly split on the idea of a program specifically targeted to board members. Many suggested that we individually focus on inviting them to

Several members said they would be interested and willing to participate more in the organization if asked...consider yourself asked. If you would like to become more involved this year, please contact President, Shirley Coly and let her know.

Thank you to everyone who took the time to share your bright ideas and suggestions!

**To submit items for the January newsletter
please email Aimee Cuda at acuda@york.org no
later than January 25, 2009. Thank you!**

Development Executives Network
484-B Washington St. #199
Monterey, CA 93940
www.developmentexecutivesnetwork.org

Renew your DEN membership today!

Membership includes:

One Free admission to the DEN Members Only Workshop

DEN's monthly networking lunch programs with stimulating speakers!

DEN's monthly newsletter that contains program information, job opportunities and useful resources!

DEN's annual Membership Directory that contains contact information for local organizations!

Discounts on monthly program lunches for member organization's staff and volunteers!

One free ticket to the festive Holiday Luncheon in December and a chance to win great door prizes!

DEN's "Welcome Wagon"-when a new person joins the development staff in a member agency, we'll invite them to one free lunch meeting to learn about DEN.



Join or Renew Your DEN Membership Today!

2009 DEN Membership

The mission of the Development Executives Network is to provide useful, high-quality programs and training; build a sense of community among local nonprofits; and, provide members and guests with the opportunity to network with each other.

DEN Member Benefits

- **Monthly networking** lunch program with stimulating speakers.
- One **FREE** admission to the annual **DEN Members Only Workshop**.
- **Monthly Newsletter** listing program information, job opportunities and useful resources.
- **Annual Membership Directory** including contact information for local organizations.
- One free ticket to the festive **Holiday Luncheon** in December and a chance to win great door prizes.
- DEN's "**Welcome Wagon**"—When a new person joins the development staff in a member agency, we'll invite them to one free lunch meeting to learn about DEN.

Please return this form along with your \$60 membership dues to:

DEN ▪ 484 Washington Street, #199 ▪ Monterey, CA 93940

Please PRINT

Agency Name _____

Contact Person & Title _____

Address _____

City/Zip _____

Phone _____ Fax _____

Email _____

Website _____

www.DevelopmentExecutivesNetwork.org

Membership dues are for the calendar year and are not prorated. Membership benefits are extended to all staff, volunteers and board members for a participating organization EXCEPT for the Members Only Workshop and Holiday Luncheon which are limited to one person per organization unless an additional fee is paid.