



Indiana Chapter

IN THIS ISSUE

[Being Open to Constructive Analysis from Prospect Management](#)

[Education Opportunities with Apra](#)

[Voting for 2018 Board Members](#)

[Upcoming Events](#)

[Trivia](#)

[Apra Indiana Annual Meeting](#)

[Membership Renewals](#)

Voting for 2018 Board Members



[Voting is now open](#) for the 2018 Apra Indiana Board!

Information about each of the nominees and a link to the ballot can be found [here](#). You will need to be a paid member to vote and must sign in to access the page.

Questions should be sent to Abby Christensen, Apra Indiana Nominating Chair.

Being Open to Constructive Analysis from Prospect Management

By: Cheryl Smith

Prospect managers work to understand a relationship without the feeling factor involved by using readily available data in systems. Looking at the status of a relationship and how it is progressing along with the time and attention it is requiring of at least one staff member if not multiple. When time becomes outstretched and extensive, and expense becomes invaluable, it is time to halt or suspend a relationship and reevaluate.

Be open to analysis and when discussing a portfolio, enter the discussion with a strong mindset to review, rebalance, and optimize your fundraising legacy. Allow a prospect manager to ask the hard questions and work with you to constructively move forward. Some best practices for a successful portfolio review:

- Enter a report of contact in a timely manner with all/any of the following information:

Date, name and title of attendee's, reason for the contact (qualifying, soliciting, stewarding), background and result of action, and what is the next step.

- Give a clear description of what you are hearing from a prospect. Not just

Board of Directors

[Emily Davis](#) - President

[Stephanie Brouwer](#) - Vice President

[Laura Hinkley](#) - Treasurer

[Abby Christensen](#) - Secretary

[Susan Fetscher](#) - Communications Chair & Webmaster

[Tanya Ford](#) - Membership Chair

[Neal Quandt](#) - Mentorship Chair

[Sarah Johnson](#) - Programming Chair & Past President

[Cathy Spieth](#) - Awards Chair & Scholarship Chair

[Zachary King](#)

[Stacia Pea](#)

[Abby Relue](#)

[Jennifer Wagle](#)



In each of our 2017 newsletters, there will be a chance for you to win a \$5 gift card to Starbucks! In order to be eligible to win, you must be a member (dues for 2017 paid) of Apra Indiana.

Send your answers for these three trivia questions to [Susan Fetscher](#) by December 15. One member who answers all three questions correctly will be drawn at random to win! (And it is ok to use your research skills to find the answers.) Congrats to past winners Rebecca Ervin and Kelly Coffey!

1. What mountain range does the Gotthard Base Tunnel pass through?
2. What TV show centered on the exploits of physicist Dr. Sam Beckett?
3. What is the largest joint in the human body?

Education Opportunities with Apra

Did you know that Apra offers year-round online education opportunities in addition to regularly scheduled conferences? All webinars, Twitter chats, and in person events can be viewed on the [Apra website](#).



Some upcoming events include:

[11/20/17 - Twitter Chat: I Need a Little Help from My Friends](#)

[12/12/17 - CASE V: Transitioning from Affiliation-based to Interest-based Fundraising](#)

[2/5/18-2/9/18 - Chapters Share the Knowledge - Week 1](#)

[2/12/18-2/16/18 - Chapters Share the Knowledge - Week 2](#)

what you're saying, but what are they saying.

- Schedule routine strategy meetings with prospect management and other possible fundraisers to maximize potential.

Membership Renewals



Don't forget to [join Apra Indiana](#) for 2018! Membership comes with great benefits including discounts on professional development events, opportunities for networking, and the chance to join committees or the board.

Please contact [Tanya Ford](#) with questions

Apra Indiana Annual Meeting

Don't miss this year's Apra Indiana Annual Meeting which will take place Tuesday, December 5, 2017 from 10:00 a.m. to 3:30 p.m. at Fort Harrison State Park in Indianapolis.

[Registration is now open](#) and is only \$30 for members and \$35 for non-members. Registration closes November 28, so don't delay! Join us for a year in review and a chance to network with your research peers. There will be great presentations on public speaking from Graham Honaker of Toastmasters and women's philanthropy from Michele Boillotat and Helen Ksiazek of the IU Foundation, in addition to a small-shop panel. We hope to see you there!

We are proud to once again be approved for 3 points of continuing education through CFRE International. Please contact [Susan Fetscher](#) if you need a form to fill out.



Upcoming Events

EVENT	DATES	LOCATION
Apra Indiana Annual Meeting	December 5, 2017	Garrison Conference Center, Fort Harrison State Park, Indianapolis, IN
OverDRIVE/ Presented by Apra	February 26, 2018	Hyatt Regency Bellevue, Bellevue, WA
Apra Indiana Spring Conference	March 13, 2018	Butler University, Indianapolis, IN
Apra Midwest Conference	March 22, 2018	Kansas City, MO
Apra Indiana Skills Workshop	June 19, 2018	Purdue University, West Lafayette, IN
Apra Prospect Development 2018	August 8-11, 2018	David L. Lawrence Convention Center, Pittsburgh, PA
Apra Indiana Annual Meeting	November 2018	Rose Hulman Institute of Technology, Terre Haute, IN