



October 2016

APRA-IN NEWSLETTER

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The new year is quickly approaching which means membership renewal is just around the corner, but that doesn't mean you can't get a great membership rate for the rest of 2016. Use code APRA2016 for half off for 2016. Membership in APRA-IN entitles you to:

- Discounted programming rates
- Access to workshop and conference presentations
- Access to experienced mentors
- Networking opportunities
- Leadership opportunities
- Access to a vast network of professional colleagues!

Membership is open to all researchers, prospect management professionals, front-line fundraisers and others who have an interest in the field of prospect research and seek to

Annual Meeting

Please join us on Thursday, **November 3** at Taylor University for APRA-IN's Annual Meeting! This year's meeting will feature a keynote by Dr. Scott Adams, professor of business at Taylor University, who will be speaking on "Valuing Private Businesses and Marking Sense of SEC Filings." Other events include a template exchange for discussion and a luncheon featuring an awards presentation. It promises to be another great event, with lots of educational and networking experiences.

Registration is now [open!](#)

Skills Workshop Recap

By: Laura Hinkley

The APRA-IN Annual Skills Workshop took place at Earlham College on August 11, 2016. We were very excited to have Bond Lammey, Managing Associate for Bentz-Whaley-Flessner, as our keynote speaker. Bond started her career in Prospect Research, so she had many excellent insights to share from her own experience as well as her work with many other clients. Her keynote focused possible career trajectories of the prospect researcher. I found the concept of "negotiate for the job you want, not the job you have" to be a particularly intriguing idea.

On the Advanced Skills track, Bond also presented an excellent overview of how to dive into wealth screening results. Not only did we learn the basics step-by-step of a wealth screening, but she had some new ideas around reporting and showing the value of a screening to management, boards and major gifts officers. One idea that caught my attention was tracking the time from verification to the first gift by a new donor. That was one of many suggestions of alternative ways to show the value of a screening rather than just tallying up the number of "million dollar donors" uncovered.

Our own Emily Davis gave us an in-depth look at various social media sites and some nifty tricks that can be used by researchers to get to information we might not

Board of Directors

[Sarah Johnson](#), President
[Cathy Spieth](#), Vice President, Awards Chair, Scholarship Chair
[Laura Hinkley](#), Treasurer
[Abby Christensen](#), Secretary, Nominating Chair
[Stephanie Brouwer](#), Webmaster
[Jennifer Book](#), Communications Chair
[Tanya Ford](#), Membership Chair
[Neal Quandt](#), Mentorship Chair
[Susan Fetscher](#), Programming Chair
[Emily Davis](#)
[Ralph Rohrer](#)

Member Spotlight



Name: Laura Hinkley

Position: Senior Director of Development Research and Advancement Services, Earlham College, Richmond, IN

What book are you currently reading? The Stone Diaries by Carol Shields. After a few books in a row that were about war, genocide and generally depressing themes, this was recommended on "Positive Goodreads." It's excellent!

Favorite vacation spot? Any place with a beach. After finishing the last season of Outlander, Scotland is on my wish list.

Hobbies? I've been teaching dance for 25 years. Ballet is my specialty, but I have a

foster a positive association with the philanthropic community.

Get matched

Join our [mentorship program](#)

[Mentorship](#) is a benefit of being a paid APRA-IN member.

Mentorship matches will be created based on areas of interest and experience levels.

Communication can be via e-mail, telephone, face-to-face meetings or any combination - it's up to the mentor and mentee. Relationships will last as long as both parties find them beneficial.

Please note that it is possible to have a mentor and also be one.

Volunteer

Support your chapter

Interested in getting more involved in 2017? Email us at apra.indiana@gmail.com.

APRA International's New Online Affinity Groups

Recently, APRA International created four online communities specific to specialized areas of Prospect Development. These affinity groups offer an online portal that let members network, benchmark, converse, and post materials relevant to that area of focus. These affinity groups are free and do not require APRA membership, although if you are not a member, you will have to create a guest account on the APRA website. To join the Arts, Social Service, Conservation, or Healthcare group, please email info@aprahome.org and indicate which of the groups you're interested in.

If you have any questions please feel free to email either Liz McHugh, Chapter Leaders Chair at elizabeth.mchugh54@gmail.com or Bond Lammey, APRA Board Liaison to the Chapter Leaders Committee at blammey@bwf.com.

otherwise find. The LinkedIn portion was especially interesting. As social media continues to grow and become more and more ubiquitous, prospect research has to keep up and use all the tools available to us. And most of them are free!

For the Basic Skills track, Emily Davis gave an overview of how to research a person!

fondness for tap as well.

An unusual/fun fact about you: I teach high intensity interval fitness classes and Zumba every day over my lunch hour.

Board Members Wanted!

Are you interested in joining the APRA-IN

board? We would love to have you!

There

are board positions open in 2017.

Please

contact Abby Christensen at

achristensen@ffa.org for more

information.

Membership Directory

Just a reminder to update your membership profile in the directory on the APRA-IN website. Your username is your email address. If you have forgotten your password, then click on "forgot password" to generate a new one. Completing this update should only take a few minutes and it allows us to recognize our members who have been with us for a while. **We cannot provide this recognition without your help!**

Volunteer Opportunities

By: Abigail Christensen

You don't need to be a board member to volunteer on one of our committees. If you want to get involved but don't care to be a part of the board, a committee is for you!

APRA -IN 2016 Committee Descriptions

Please contact chairs listed below for more specific information on committees and needs for volunteers in 2017.

Communications

Chair: Jennifer Book

The communications committee works to provide detailed and thorough communications to the entire Indiana chapter through quarterly newsletters, email updates and social media. The committee works with other researchers and data analysts to provide new and helpful articles to improve the skills and knowledge of our members, provide updates on upcoming events, recognize our members and share the work of the entire chapter. As a member of the committee you have input into the content and design of the newsletters, social media posts and work with other committees to help promote their activities through email updates.

Programming

Chair: Susan Fetscher

The programming committee is responsible for planning and executing three events each year for ARPA-IN. Those events include the Spring Conference, Skills Workshop, and Annual Meeting. The planning for these events includes everything from choosing a date and reserving space to scheduling speakers and setting menus. The committee also works the day of the event, or secures volunteers to help, in order to make sure everything runs smoothly for all attendees. Each event has a coordinator who works with the committee members and other volunteers to ensure that each event is a success – providing education and networking for the attendees and representing APRA-IN in a professional and organized manner.

Awards

Chair: Cathy Spieth

The awards committee works to recognize members for their dedication to the prospect research industry. There are two specific awards the committee publicizes, review applications and awards on an annual basis. These are the Kathy K. Wilson Scholarship and APRA-IN Service Award. The Kathy K. Wilson scholarship allows a member to attend an APRA-IN event free of charge. There is information on the APRA-IN website on how to apply for the scholarship. Applications must be turned in by April 15, 2016. The Service Award recognizes individuals who have made significant contributions to the field and the APRA organization. Additional awards may be developed and awarded if agreed upon by the committee and the Board.

Membership

Chair: Tanya Ford

The membership committee is tasked with retaining current members by stewarding their relationship with APRA-IN and with increasing overall membership numbers. This committee works with all other committees to relay questions, concerns, accolades, and suggestions from members. Our membership is our foundation. This foundation must be maintained which provides the opportunity for committee members to work with our colleagues in Advancement all year long.

Mentorship

Chair: Neal Quandt

The mentorship committee works to create beneficial working relationships between APRA-IN members. The purpose of these relationships is the diffusion of research related skills and knowledge in order to help members to be more efficient and proficient researchers. Members of the committee try to pair mentees with mentors that will help them to achieve their research related goals.

Nominations

Chair: Abby Christensen The nominations committee works to identify and recruit new Board members for APRA-IN. Participation in this committee provides the opportunity to establish and maintain relationships with other APRA-IN members. Essential duties include working with other Board members to determine possible new members, reaching out directly to prospective members, and working to streamline and improve the Board member application process. Additionally, members of this committee may be asked to develop surveys and collect data on potential volunteer participation among APRA-IN members.

Upcoming Events

Title	Date	Location	Featured Speaker
APRA-IN's Annual Meeting	November 3, 2016	Taylor University, Upland, IN	Dr. Scott Adams, Professor of Business at Taylor University
APRA International 2016 Fall Symposium: Advancing Leaders	November 3-4, 2016	The Westin, Alexandria, VA	
APRA-IN 2017 Board Retreat	TBD	TBD	
APRA International Regional Conference (ARC) 2017	March 13-15, 2017	Atlanta Airport Marriott, Atlanta, GA	
APRA International Prospect Development 2017	July 26-29, 2017	Anaheim, CA	

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