

The logo for the Association of Fundraising Professionals (AFP) Northern New England Chapter. It features the letters 'AFP' in a large, bold, blue serif font. Below the letters, the text 'Association of Fundraising Professionals' and 'Northern New England Chapter' is written in a smaller, blue sans-serif font. The logo is set against a background of a stylized globe with a grid of blue lines.

Association of
Fundraising Professionals
Northern New England Chapter

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FEBRUARY
2015

FROM THE AFP-NNE CHAPTER PRESIDENT

Karen Jantzen, MPA, CFRE

*Director of Community Affairs, Riverbend
Community Mental Health*



The AFP Ethics Assessment Inventory (EAI)

Ethics is at the heart of AFP's mission: AFP, an association of professionals throughout the world, advances philanthropy by enabling people and organizations to practice ethical and effective fundraising. AFP created the EAI as a tool for its members to use to assess and strengthen their practice as ethical fundraising professionals. The tool focuses on the six dimensions of an ethical fundraiser and nonprofit organization: Accountable, Adherent, Courageous, Integrity, Transparent, and Trustworthy. The assessment is fast and easy to use, and provides you with a snapshot of where you are compared to your colleagues. I encourage everyone to take it!

You can access the assessment by [clicking here](#).

CFRE - Why Should You?

When I first heard about being a [Certified Fundraising Executive \(CFRE\)](#), I thought why? I've been doing this fundraising gig for a

while, experience trumps credentialing, and besides - does it really pay for itself? Fortunately, I had an incredible mentor who quickly showed me 'what I didn't know' and it all started with the simple question - is your work in philanthropy a career or a hobby?

As I thought more seriously about my career development, it quickly became apparent that certification mattered both personally and professionally. Twenty years later I can assure you it does. Among other things, the credential states your deep understanding of best fundraising practices and your dedication to advancing the profession.

If you are serious about your career in nonprofit fundraising, securing CFRE accreditation is an investment that will pay you back many times over.

From the website of [CFRE International](#) here are the top ten reasons to become CFRE-certified.

1. **Credibility.** CFRE certification serves as an impartial, third-party endorsement of your knowledge and experience against international standards in philanthropy. It adds to your credibility as a fundraiser and sets you apart from other professionals.
2. **Improved career opportunities and advancement.** CFRE certification can give you the "edge" when being considered for a promotion or other career opportunities.
3. **Greater on-the-job responsibilities.** CFRE certification is a clear indicator of your willingness to invest in your own professional development.
4. **Improved skills and knowledge.** CFRE certification showcases your individual mastery by confirming proficiency and knowledge in the field. CFRE certification also requires re-certification every three years, proving you stay ahead of the curve in fundraising.
5. **Greater earnings potential.** Studies show that on average

CFRE certificants earn 17% more than their non-certified counterparts. In addition, CFRE certificants are in high demand internationally.

6. **Commitment to the fundraising profession.** Receiving CFRE certification shows your peers, supervisors and, in turn, donors your commitment to your chosen career and your ability to perform to set standards.
7. **Enhances the profession's image.** Securing the CFRE can bring increased recognition and professional respect.
8. **Achievement.** CFRE certification is a reflection of personal achievement because the individual has displayed mastery of his or her field by meeting requirements and standards set in philanthropy.
9. **Builds self-esteem.** CFRE certification is a step toward defining yourself beyond a job description or academic degree while gaining a sense of personal satisfaction.
10. **Greater recognition from peers.** As a CFRE certificant, you can expect increased recognition from your peers for taking that extra step in your professional career.

And if that still doesn't sway you to look into certification, let me share this thought from a long standing donor:

"I expect all who handle my money-- accountant, financial advisor, attorney, and philanthropic advisor--to be the best of the best and that's what credentials signify."

UPCOMING EVENTS

NH Grants Institute

March 30-April 1, 2015, 9:00 am-4:00 pm

NH Audubon

AFP-NNE Members get a discount on registration using the code
AFPNNE!

[Click here](#) for more information and to register

Coffee Chat with AFP-NNE (formerly Coffee with CONFR)

Tuesday, March 10th, 12:00-1:00PM

WREN

2013 Main Street

Bethlehem, NH

Bring your own bag lunch

Contact Kathleen Kelley to RSVP kukelley@me.com

Thursday, March 26th, 8:30AM

MWV Arts Association

16 Norcross Place

North Conway, NH

Contact Connie Harger to RSVP charger@conwayshelter.org

Save the Date!

2015 AFP-NNE Annual Conference

November 5-6

Stowe, Vermont

More information to come

For more Upcoming Events [click here!](#)

CURRENT JOB OPENINGS

- Development Director, Farnsworth Art Museum
- Corporate and Foundation Partnerships Manager, Committee on Temporary Shelter (COTS)
- Associate Vice President for Development & Constituent Relations, Keene State College
- Development Associate, N.H. Preservation Alliance
- Senior Director of Development & Community Engagement, Valley Regional Healthcare
- Chapter Director, The ALS Association

[See more openings>>](#)

Have an opening at your organization?

Advertise your job on the AFP-NNE website, in the e-newsletter, and through individual e-mails to reach thousands of qualified development professionals and decision makers in Maine, New Hampshire, and Vermont.

[Click here to post your job today>>](#)



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