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WSPN mission:

To offer support to
 development professionals
 and advance philanthropy.

What's the Math? Three Questions Your Board Members Really Need to Know

By Gail Perry, MBA, CFRE

- Where does our money go?
- Why does it cost so much?
- What money do we need to invest right now?

Have you ever presented your funding plan to your board and watched their eyes glaze over? Here you are, laying out important strategies that can make or break your budget. These are strategies your board needs to buy into, right.

Ever make the presentation and then feel let down at the end because there was no discussion? Here's how to rub your plan right into their brains.

This is an unusual format for discussing your organization's work, its finances, and your fundraising. It breaks the information into small, bite-sized chunks.

This format really works for adult learners—who can be hard to reach. And it creates an interesting—maybe even fascinating—discussion for your board members. Even better, this discussion will bring your fundraising goals alive in a way you never thought possible.

Here's what you do:

Try a Question-and-Answer Interview

Interview your executive director in front of the board. Or, if you are the executive director, interview your top program officers and/or knowledgeable board members.

Your goals are to be casual, go slowly, and actually talk about these questions. This is not a presentation. Not a brain dump. Your goal is to generate a real give-and-take discussion on these fundamentally important questions with your board members. The board members have to chew on this content in order to actually get it.

Try This Series of Questions

I follow this format with every board retreat I do and get amazing—sometimes astonishing—results.

"OK, now what's our annual budget?"

This is a no-brainer question, right? You've drilled this into your board members' heads, right? WRONG!

Your board members are sitting there listening, and they are thinking to themselves, "Do I know how much our budget is?" And they actually want to hear the answer. And you tell them.

Then ask: "How much do we have to raise every year?"

Board members are sitting there thinking, "How much *do* we have to raise every year?" And they are suddenly more interested to know the answer.

Then ask: "How much can we more or less count on bringing in every year, and how much do we really have to bust our butts to raise?"

This is when board members sit up in their seats. This gets their attention. They are really interested in finding out this amount.

Next, switch over to programs.

"What's our top program area and about how much does it cost?"

Try asking:

- "Why do we even need private contributions anyway?"
- "Why does it cost so much?"
- "Where exactly does the money go?"
- "Why does it take so much staff to do this work?"
- "How many people are we helping in this program?"



(continued on page 8)

WSPN mission:

To offer support to development professionals and advance philanthropy.

WSPN core services:

education, networking, and advocacy

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We invite your membership:

Dues to join West Suburban Philanthropic Network are \$40 per year. Register online or make checks payable to West Suburban Philanthropic Network and mail to:

WSPN Membership

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President's Message

It is an honor and a privilege to begin my term as president of the West Suburban Philanthropic Network. I follow in some pretty big footsteps and most sincerely thank the past presidents who have led the board in building the organization that it is today.

Our outgoing president, Lora Vitek, deserves an enormous thank you from all of us for guiding WSPN over the past two years. She has been a terrific role model and I am delighted that she will continue to serve as an officer of WSPN for an additional year in the role of immediate past-president and co-chair of the Awards Luncheon.

I would also like to take this opportunity to thank past board members for their service and welcome our new board who will join me in serving you, our membership. We are here to support you in your organizations and to advance philanthropy within our community.

Martin Luther King, Jr. said, "Human progress is neither automatic nor inevitable. Even a superficial look at history reveals that no social advance rolls in on wheels of inevitability." King's quote serves as a valuable reminder that WSPN's progress is neither automatic nor inevitable. It requires all of us to actively engage in building upon the progress that has been made by previous members and previous boards.

Together we can make the most of WSPN's fantastic resources that have been built over many years. With this in mind, I encourage you to get involved. We have some wonderful programs for your professional development, a mentorship and scholarship program and networking opportunities. We would also love to hear from you if you would like to serve on one of the WSPN committees, and we welcome your feedback and ideas.

I look forward to seeing you at future programs, and thank you for this opportunity to serve as your new president.

Sincerely,



Chrissie Howorth



2012-13 Nominations/Slate of Officers

The WSPN Nominating Committee is pleased to announce the nominations for the 2012-13 slate of officers:

Chrissie Howorth, President
Stephanie Walsh, Vice President
Monica Bucek, Treasurer
Tim Traynor, Secretary

Continuing as immediate past president is Lora Vitek

Philanthropy Center News

Attracting and Recruiting Volunteers

By Christine Kickels, Librarian

The Philanthropy Center, College of DuPage

Volunteers are one of our greatest assets. According to research from the Corporation for National and Community Service, in 2010 alone, volunteers provided over 8.1 billion hours of service.

Volunteers impact our programs and play a large role in determining the future strength and effectiveness of our nonprofit communities.

If you are responsible for recruiting and organizing volunteers, the work can be overwhelming. Here are a few resources that can assist you in your efforts.

- **Leading the Way to Successful Volunteer Involvement: Practical Tools for Busy Executives** by Betty Stallings. Budgeting, staffing, legal issues and evaluation are just some of the topics covered in this guide.
- Working with volunteers in a church? Seek out, **The Volunteer Book: A Guide for Churches and Nonprofits** by Denise Locker, who addresses everything from how to recruit as well as ways to handle problems when they arise.
- **The Complete Idiot's Guide to Recruiting and Managing Volunteers** by John Lipp. This comprehensive volume has the basics but also offers suggestions on writing position descriptions, screening candidates, and dealing with intergenerational volunteer situations.
- **365 Ideas for Recruiting, Retaining, Motivating, and Rewarding Your Volunteers: A Complete Guide for Nonprofit Organizations** by Sunny Fader. This book offers a new idea for each and every day.
- Get inspired through sample activities, exercises, and questionnaires in, **The New Breed: Understanding & Equipping the 21st Century Volunteer** by Jonathan and Thomas McKee. This practical manual offers anecdotes and case studies from actual nonprofits to illustrate the many challenges and opportunities we face in recruiting, motivating, managing, and empowering our volunteers.
- Need a better way to organize volunteers and their schedules? Take a look at the website, **VolunteerSpot**. This free, online scheduling system can be the solution to better communication and management of your volunteer help. I have used this site to organize events as well as to volunteer my time. I find it easy to use and customize.
- Faced with quantifying the value of time that your volunteers give? **The Economic Impact of Volunteers Calculator**, created by Points of Light, is an online tool that estimates the appropriate wage rate for volunteer time based on what the person does. This free tool is available from the HandsOn Network at www.handsonnetwork.org/tools/volunteercalculator.

Even though the College of DuPage Library is undergoing renovations over the next two years, the Philanthropy Center is available. All are welcome and anyone who works or lives in our district is eligible for a COD library card.

If I can help you become more familiar with our resources for nonprofits, please don't hesitate to contact me at (630) 942-2313 or kickels@cod.edu.



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What's new at Donors Forum?

Go to donorsforum.org to learn about our new and improved workshops – at beginning and advanced levels – in proposal writing, individual and major giving, and outcome evaluation.

Donors Forum is a proud partner of The Philanthropy Center at the College of DuPage: <http://bit.ly/PCGlenEllyn>

208 South LaSalle • Suite 1540 • Chicago, IL 60604 • 312-578-0090 • donorsforum.org

Editor's Note

*Celebrating
25 years 10th awards*

Dear VIEWPOINT readers:

The 10th Annual Awards luncheon was a wonderful success. Our honorees were exceptional, our presenters were eloquent and our Outstanding Volunteers represented the backbone of much of the work that is accomplished in the western suburbs.

To watch the video highlights at www.wspnonline.org, click WSPN Awards, click 2012 Honorees. A one-hour DVD of the luncheon is available. To receive a copy, please send \$10 payable to: WSPN, P.O. Box 268, Wheaton, IL 60187-0268.

Sincerely,

Jill McWilliams, editor

Advertising in VIEWPOINT

A limited number of business-card sized advertising spaces are available in VIEWPOINT.

- \$190 for four issues, renewable in January,
- \$ 60 for a single ad,
- \$110 for two inclusions, and
- \$160 for three ads.

To place an ad in VIEWPOINT, email (jillm@elmhurst.edu) a camera-ready business-card sized ad. Send a check made payable to **West Suburban Philanthropic Network** to:

Jill McWilliams, VIEWPOINT Editor,
WSPN Ad Subscription, P.O. Box 268,
Wheaton, IL 60187-0268

Please consider our advertisers when seeking services. Their ad fees help with the production costs of our award-winning publication.

Blasts from the Past

By Jill McWilliams, VIEWPOINT editor

Wine-and-Appetizer Speed Networking



On June 7, WSPN held another Speed Networking event at Mayslake Peabody Estate in Oak Brook. Guests enjoyed wine, cheese and appetizers prepared by Belgio's Catering. Speed networkers shared their elevator pitch in about 5 minutes and then heard their peers' before the whistle blew to meet the next development colleagues.

Funder's Forum



Dave McGowan, Greg DiDomenico, Bina Patel and Cindy Raab

On June 21, about 80 members and guests attended an interactive Funder's Forum at the DuPage County Historical Museum in Wheaton. Dave McGowan, CFRE, president of The DuPage Community Foundation moderated the event.

The panelists' top insights include:

Gregory DiDomenico, president and CEO, Community Memorial Foundation, www.cmfdn.org

- Relationships are key. This is exemplified when a grantee and grantor work together to make a difference in the community. We are fortunate in the western suburbs to work with nonprofit partners who are resilient in providing programs that are effective and efficient and who have mastered the skill of strategic stewardship.
- Grant writing focus: 1) ensure the request is a match with funders' guidelines and priorities, 2) demonstrate how the program changes lives or makes an impact, 3) avoid budget mistakes, 4) highlight collaborations with other organizations, schools or businesses to meet the growing need.
- With the volatile economy and changing needs of our neighbors, CMF has enhanced its capacity building program, commonly known as BOE (Building Organizational Effectiveness). Healthier grantees increase CMF's ability to carry out its mission of building healthier communities together.

Bina Patel, managing director, Grand Victoria Foundation, www.grandvictoriafdn.org

- Present your best work and efforts that respond to community needs, and show funders how the community has been involved in determining the problem and solution. Many foundations rely on the expertise of the organizations we fund and their partners to show us where the best investment is in a community.

- Feel free to give honest feedback to the foundation staff about the grant process, how a program is moving along, successes, and challenges. And sooner rather than later is best.
- A foundation's job is to give away money, but our mission reflects your mission—to better the communities we invest in. We want to see you succeed!

Cindy Raab, Chicago program officer, Topfer Family Foundation, www.topferfoundation.org

- TFF's grantmaking has evolved over its ten-year existence. We currently support nearly fifty DuPage and Cook nonprofits, with an emphasis on agencies with which we have long-term relationships.
- Strong grant proposals include clear program outcomes. They go beyond outlining the number of people served through a program and detail what will be different as a result of the program and how that change will be measured or tracked.
- Communication after the grant has been awarded is as important as the application process. Depending on the size of the grant, this may mean providing interim updates during the grant period. And it definitely means proactively informing the funder of changes to and challenges with the program as they were outlined in the initial proposal.

Dave McGowan shared, "What a pleasure it was to facilitate the conversation. I was reminded of how fortunate our community is to have some really incredible people administering their foundations. Organizations should consider foundation officers as across-the-table partners in our collaborative effort to make our communities a better place to live." ●

Spotlight

Featuring a WSPN Member Organization

SisterHouse is a faith-oriented community of women on the west side of Chicago in the Austin neighborhood that:

- Offers a temporary home for women seeking recovery from substance abuse;
- Provides a secure environment of respect, order and peace;
- Initiates opportunities for growth in self-esteem and spiritual maturity;
- Requires accountability and responsibility;
- Helps residents achieve responsible independent living;
- Empowers women to participate constructively in society.

Sister Anne Mayer, of the School Sisters of Notre Dame, founded SisterHouse in 1982. SisterHouse opened its doors in response to an expressed need for a short-term residential care facility for women leaving prison in order to empower women in the community to become better mothers, sisters, daughters and neighbors.

Since then, it has evolved into a home for any woman in need of shelter as she successfully progresses through a substance abuse

recovery program.

SisterHouse provides a firm foundation, a family atmosphere, and a networking community of women within a familial environment committed to excellence and improvement in all dimensions of our clients' lives.

Each new member of SisterHouse is genuinely welcomed and embraced with a spirit of love that will continue to speak word and deed as they begin a new life together.

What can SisterHouse offer to those in need? SisterHouse



espouses a holistic approach to recovery and works with a wide range of human service agencies in the Chicagoland area, including medical service providers, housing agencies, employment training organizations, and other institutions in order to facilitate our residents' access to:

- A personalized service plan including intensive outpatient treatment services;
- 12-step meetings (Alcoholics Anonymous);
- Educational services (i.e. literacy classes, computer skills training and GED preparation);
- Vocational training, career opportunities and job placement;
- Vision, dental, medical and mental health service providers.

At SisterHouse, we strengthen our residents by way of encouragement and empowerment. As a result of our 18-24 month recovery program, women can become productive members of society.

We compiled a three-year snapshot of demographics and characteristics of our residents from 2009-2011.

- Total number of clients served: 126
- Average age: 51 years old
- Age range: 23-64
- Number of mothers: 108 or 85.7%
- Before beginning recovery, number who completed high school or GED: 54 or 42%
- Number with at least one felony conviction: 63 or 50%
- Number verified as homeless: 114 or 90.47%
- Number involved in domestic violence: 105 or 83.3%
- Average length of stay at SisterHouse: 10.5 months

Recovery is possible. For more information, visit www.sisterhousechicago.org. ●



2012 WSPN Philanthropic Awards Luncheon

DVDs AVAILABLE:

To receive a one-hour DVD of the program, please send \$10 payable to:
WSPN
P.O. Box 268
Wheaton, IL 60187-0268

Missed the event?

See the video highlights at www.wspnonline.org; click WSPN Awards, click 2012 Honorees.



Philanthropic Leadership Award: Lora Vitek; honorees Steve and Laurie Reitman; and Kathy Blair, executive director of Giving DuPage



Nonprofit Executive of the Year: Lora Vitek; honoree Kathleen Yosko, president and CEO, Marianjoy Rehabilitation Hospital; and Tim Moen, past chair of Marianjoy



Humanitarian of the Year: Lora Vitek; Bob Wahlgren, founder and former board chair of Bridge Communities; honoree Vicky Markell Joseph, Families Helping Families founder; and Janet Derrick, executive director of Naperville CARES



Corporate Philanthropic Award: Lora Vitek; honoree Julie Curran, SVP and Chicago West Regional President of BMO Harris Bank; and Joe Emmick, vice president for Development and Alumni Relations of Elmhurst College



Foundation Philanthropic Award: Lora Vitek; honoree Tammy Lemke, president of Illinois Children's Healthcare Foundation; and Greg DiDomenico, president and CEO of Community Memorial Foundation



Nonprofit Volunteer of the Year: Karen Kuchar, executive director of Family Shelter Service; Lora Vitek; and honoree Stephen L. Webster, volunteer of Family Shelter Service



Grantmaker of the Year: Eugene N. Losey, professor and chair of Chemistry of Elmhurst College; honoree Barbara Szczepaniak of The DuPage Community Foundation; and Lora Vitek



Ken Bartels serving as master of ceremonies



Outstanding Volunteers of Metropolitan Family Services-Dupage: Rob and Laura Hyde



WSPN Distinguished Service Award: Lora Vitek and honoree Connie R. Kobitter

What's the Math? (continued from page 1)

- "About how much does it cost per person helped?"
- "What else does this program really need? And how much would that cost?"
- "How many people are we missing? What happens to them if we can't help them?"
- "Can you tell me a story of someone whose life was changed through this project?"
- "What would we do if we had an additional \$100K?" (Or whatever is relevant to your budget size.)

When your board members start taking notes, you'll know you are providing good information—info they really want to know. Here's what happens when you lay out this detail to board members: They get fired up about fundraising.

A Real-Life Examples:

I was working with an independent school helping to launch the Parents Annual Fund. I had about 30 parents in the room who had signed up to help lead the Parents Campaign. Their goal was \$30,000. So I interviewed the headmaster, the development director, and the board chair. We got up in front of the group and sat down like we were on a TV interview show.

I asked the headmaster: **"Why do we need private contributions anyway?"** Well it turned out that tuition only covered part of the budget. (The parents started taking notes.)

I asked, **"Well, where does this extra \$30K from the Parents Fund go?"** Turns out that they used it to supplement teachers' salaries. Turns out that the teachers didn't make as much as public school teachers there. We pulled out specific numbers comparing public school salaries to this school's teachers' salaries. (Parents kept taking notes avidly.)

Then I asked, **"Why are scholarships important?"** We had a discussion about why diversity was so very important. It turned out that the athletic director needed extra money to buy sports uniforms for the scholarship kids. They couldn't afford to buy them. The parents scribbled away. They were interested, informed, satisfied, and ready to get to work.

What did they get? They were armed with the exact info they needed to raise money for the Parents Fund. Their "ask" would not be about money. It would be about the school and what the kids needed. They didn't have to ask for money. Instead they could ask for specifics. And they could say exactly what the money was for.

Fundraising was about the kids and not the money.

Here's another example:

I was working with a hospital foundation in Canada that had some of the wealthiest people in town on the board. I was interviewing the president of the hospital about where the money goes and why we even needed private contributions.

I asked, **"What investments do you really need to make here at the hospital?"** And he said he needed a certain medical testing technology that cost a million dollars.

I asked, **"Why do you need this million-dollar technology?"** He said when a patient at the hospital needed this test, they had to ambulance that person across town to another hospital. He said he was worried about medical outcomes for the patient who had to be transported.

You should have seen the board members. They were staring at him in rapt attention. Some were taking notes. They started asking questions. It was a breakthrough discussion for this group of powerful board members.

Then at the break, guess what one board member said to him: "I think I know where we can get the million dollars for that technology."

Bottom Line

Try this format and you will create something new. You'll engage your board members in both your finances and your fundraising. You'll create a fascinating discussion. You'll bring alive what you usually present in boring reports and presentations. And you'll fire up your board members for fundraising!



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Gail Perry is the author of Fired Up Fundraising: Turn Board Passion into Action, and founder of Gail Perry Associates, a Raleigh, North Carolina-based consulting and training firm. Her blog, Fired-UpFundraising.com, has an international following of over 10,000 nonprofit leaders.

OUTSTANDING VOLUNTEERS

"The actions we take affect our neighbors down the block and on the other side of the world. We are all connected."

— Kevin Bacon

While DuPage County has nearly a million residents, we are a small community filled with people who make a difference.

Our volunteers make our organizations run, they show up and give selflessly of their time and talent, they connect us and remind us of the joy of giving.

Volunteers, we thank you for:

- Your role in strategic planning, board development and fundraising;
- Your willingness to use a rake or paintbrush when needed;
- Your ability to rally teams of other volunteers to accomplish amazing feats;
- Your creativity and stamina in the development and management of new events;
- Your outreach to schools and churches to spread our message and provide an entrée to our services;
- Your diligence and accuracy in completing administrative tasks that make our lives easier;
- Your artistic talent that makes our publications beautiful and effective;
- Your pride and tireless commitment to keeping our longstanding events fresh;
- Your compassion and kindness to those we serve;
- Your ability to identify what needs to be done and doing it;
- Your reach to new friends that are unaware of our mission;
- Your leadership of incoming volunteers to help them feel welcome and productive;
- Your role as champion of our mission and advocate for our clients;
- Your dedication to sharing your knowledge of soil, the aging process, silent auctions, food preparation, and mental illness.

You are our experts, the face of our organizations, our fans and supporters extraordinaire. Thank you for all you do!



Photo by LeVern Danley, LAD4 Creations, Inc., www.LeVernDanley.com

Outstanding Volunteers WSPN Annual Awards Luncheon May 23, 2012

Row 1 (bottom, left to right):

Mary Morrow (Easter Seals DuPage and the Fox Valley Region), Margie Tarpey (Naperville CARES), Phyllis Kmetz (Northern Illinois Food Bank), Phyllis Sheahan (Northeastern Illinois Agency on Aging), Phillystean Miller (CHAD), Mary Jane Doody (Naperville CARES)

Row 2:

Sue Okarma (Giving DuPage), Laura Hyde (Metropolitan Family Services-DuPage), Anne Samsami (Metropolitan Family Services-DuPage), Jeanne Ryan (Naperville CARES), Palma Aikins (Naperville CARES)

Row 3:

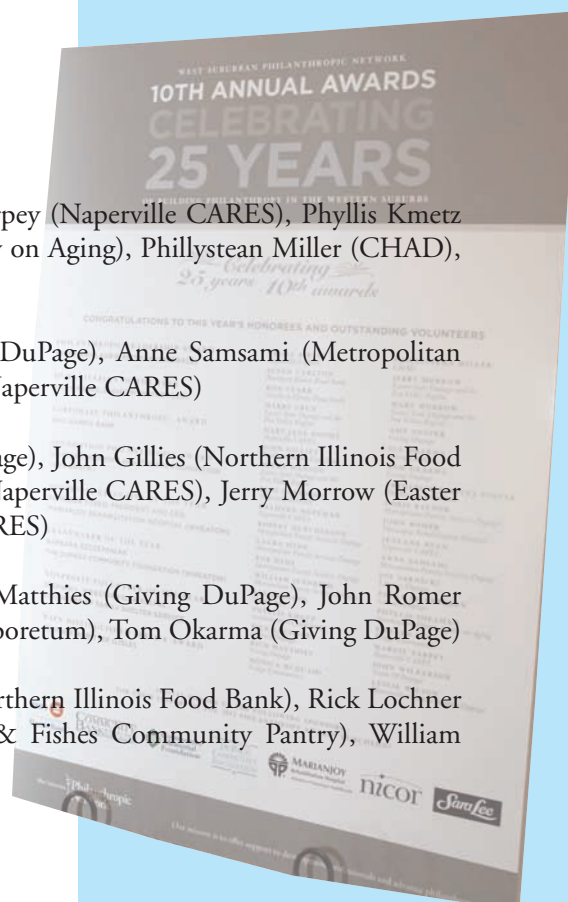
Susan Carlton (Northern Illinois Food Bank), Paula Sellergren (Literacy DuPage), John Gillies (Northern Illinois Food Bank), Rob Hyde (Metropolitan Family Services-DuPage), Russ Harwood (Naperville CARES), Jerry Morrow (Easter Seals DuPage and the Fox Valley Region), Kathryn Hoffman (Naperville CARES)

Row 4:

Amy Nester (Giving DuPage), John Wilkerson (NAMI of DuPage), Rich Matthies (Giving DuPage), John Romer (Marianjoy Rehabilitation Hospital), Frederick (Fritz) Porter (The Morton Arboretum), Tom Okarma (Giving DuPage)

Row 5:

Harry Cruz (Easter Seals DuPage and the Fox Valley Region), Ron Clark (Northern Illinois Food Bank), Rick Lochner (Literacy DuPage), Lee Johnson (Donka, Inc.), Andrew Lindsay (Loaves & Fishes Community Pantry), William Jennrich (Metropolitan Family Services-DuPage)



Member News



Joe Emmick joined Elmhurst College as its Vice President for Development and Alumni Relations in January 2012 after a 14-year career at Wabash College in Crawfordsville, Indiana. While at Wabash he led record setting campaigns including the \$132.5 million Campaign for Leadership and the \$60 million Challenge of Excellence.

Emmick now leads a team of 26 advancement professionals who are responsible for generating ever-increasing levels of philanthropic support for the College, a crucial task as Elmhurst pursues its ambitious Science and Health Initiative and seeks scholarship and other funds to support its students and advance its academic enterprise.

Founded in 1871, Elmhurst College is a private, four-year, liberal arts college. The curriculum combines liberal learning and professional preparation to equip students for lifelong learning, service and achievement.



Sarah Pluth joins the Teen Parent Connection team as Development Associate. With over five years of experience in the nonprofit sector, Sarah brings fundraising, event-planning and administrative knowledge to the team. In this newly developed role, she is motivated to be an ambassador of the organization.

Founded in 1985, Teen Parent Connection's programs and services provide teen parents the support, information, and resources necessary to promote a child's healthy growth and development, creating the foundation for future success in life. Sarah received a bachelor's in sociology from DePauw University and lives in Glen Ellyn with her husband, Ryan.



Nancy Wiersum was appointed Chief Marketing and Business Officer for the Robert Crown Center for Health Education. In her role, Wiersum is responsible for earned revenue streams, marketing strategies, and new product launches. In addition, she initiates and stewards collaborations with key constituencies, community influencers, and partners to support strategic initiatives. Prior to joining the Robert Crown

Center, Wiersum was the Community Development Director for Naperville Community Television.

The Robert Crown Center teaches health education focused on milestone development, alcohol and drug prevention, and anti-obesity to more than 80,000 youth in eight counties every year. They are also developing one of the first heroin prevention initiatives in the country.

We'd like to hear about your job changes, promotions, professional development, awards, honors, special anniversaries, fundraising successes and any other news of interest (marriages and babies, too). Please email your news and photos to Jill McWilliams, VIEWPOINT editor, at jillm@elmhurst.edu.

Building our Membership

WSPN's mission is to offer support to development professionals and advance philanthropy. Why? Because raising money is hard work, we can use all of the support we can get, and because parting with your own money doesn't come naturally to many people.

Deciding to go into fundraising isn't a career for the faint hearted and takes intellect, compassion and tenacity. It takes a desire to do nothing less than change the world—no small feat.

Contributing time and money to a cause takes a leap of faith, trust and the understanding of what a difference a dollar can make in changing the world. Donors with these qualities are worth their weight in gold.

How does WSPN support development professionals and advance philanthropy? We have terrific membership benefits: 8 to 10 educational opportunities annually, a well-honed mentoring program, our Annual Awards Luncheon, the quarterly VIEWPOINT newsletter, online job postings and member scholarships.

Are there other ways we can support you professionally? Are there new tactics we could use to raise the level of our profession, innovative approaches we could implement to reach and inspire prospective philanthropists or novel ways we could, as a group, continue to engage our supporters?

Let's start a discussion in WSPN's LinkedIn group or email your thoughts to aspehar@naperville203.org, and I will share them with the WSPN board. We want to be responsive to your needs and would like to hear from you! Thank you.

Ann E. Spehar, membership chair

Become a member:

Check out our website at www.wspnonline.org to learn more about WSPN benefits including our monthly educational events, listing of job opportunities, Peer Mentor Program and scholarship information.

Join online or by downloading a membership application.

Dues are \$40 per year. Should you have any questions, please contact Ann E. Spehar, membership chair.

Attention members:

We want to keep in touch!

Have you changed jobs or received a new title?

Do you have a new email or mailing address?

Simply log into your profile on www.wspnonline.org with your email and password and update your contact information.

You can even request a new password if you've forgotten yours.

Also, join WSPN on LinkedIn to extend your networking possibilities and be a part of the dialogue.

Resource Round-up

501cometogether

THE ILLINOIS NONPROFIT CONFERENCE ★ SPRINGFIELD 2012

October 15: Public Policy Institute ★ October 16: Conference

Registration now open:

<http://donorsforum.typepad.com/501cometogether/>

Come together with colleagues from across the state. Come together to strengthen your capacity as a nonprofit, to collaborate with peers, and to leverage the collective impact of the nonprofit sector in Illinois. Presented by **Donors Forum** and **goodWORKSconnect.org**.



An AGL Resources Company

Energy
Efficiency
Program

Nicor Gas Economic Redevelopment Program *supports energy efficiency improvements for nonprofit buildings*

Improving energy efficiency reduces operating costs and enhances comfort in existing buildings, and investing in energy efficiency can be easy and affordable with help from Nicor Gas. The Nicor Gas Economic Redevelopment Program offers financial incentives and extensive technical assistance, helping building owners with every step of the process from evaluating energy efficiency needs to applying for rebates and finding qualified contractors.

The program offers extensive technical assistance (valued at up to \$20,000) to help building owners through every step of the process. In addition, projects that complete the recommended energy efficiency upgrades can qualify to receive up to \$100,000 in rebates. The exact amount of incentive is based on the energy efficiency features implemented and energy saved.

To apply for this program or for more information, please contact the Nicor Gas Economic Redevelopment team at (773) 328-7040 or ERP@cntenergy.org or visit NicorGasRebates.com/economic.

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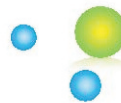
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Save These Dates . . .

West Suburban Philanthropic Network 2012 Programs

Please save these dates . . . and join us for the exciting events we have planned.



WSPN programs are free for WSPN members and \$25 for non-members. Programs are usually held on the third Thursday of each month. **Registration and refreshments begin at 8 a.m. and the program begins at 8:30 a.m.**

Thursday, Sept. 20 **Topic:** The Most Effective Ways to Cultivate Major Gift Prospects
 Speaker: Dan Nisbet, regional vice president, Community Counseling Services, Chicago
 Location: Mayslake Peabody Estate, 1717 W. 31st Street, Oak Brook, IL 60523

Thursday, Oct. 18 **Topic:** Using Social Media to Create Loyal Donors
 Speaker: Dana Runimas-Plazyk, No Excuses Mobile Marketing, and
 Angel Oakley, Unicatis Marketing Group
 Location: Cosley Zoo, Vern Kiebler Barn (second floor),
 1356 N. Gary Ave., Wheaton, IL 60187

Thursday, Nov. 18 **Topic:** Engage Donors with a Compelling Story
 Speaker: Pon Angara, Barkada Circle
 Location: Mayslake Peabody Estate, 1717 W. 31st Street, Oak Brook, IL 60523

Save these 2013 dates, too.

More details to come:

January 27 February 21 March 21
April 18 June 20



For more information or to register, visit www.wspnonline.org.

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