



President's Message



Roberta Werman

President, APRA-IN board of directors
Director of Development Research, Bethel College

In the last issue I wrote about the benefits of board membership. Now the only question left is where do you fit? On the APRA-IN board there are many great opportunities to experience and enhance board service!

The executive officers including President, Vice President, Secretary and Treasurer require a time commitment. Other board positions that require a larger time commitment are Programming and Communications—both of which are supported by committees. There are other chair opportunities that could require a smaller time commitment; these include Membership, Nominating, and Mentoring. With good planning, a supportive member base, and involved board members, the APRA-IN board will be a productive and fun group to be involved in. Please scroll to page 3 for nomination details – we'd love to incorporate your talent and

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Researcher's Corner

Tips, tricks, and hints for researchers, by researchers

Opinion Piece: One Researcher's Experience at the APRA International Conference

What Happens in Vegas Doesn't Always Have to Stay in Vegas...

By Stephanie Brouwer

Popular movies such as *The Hangover* have immortalized the phrase "What Happens in Vegas, Stays in Vegas". As I prepared to attend my first APRA-International conference a couple of months ago, this was definitely not my philosophy. I consider myself somewhat of a "newbie" to prospect research since I've only been in my current position for a little over a year, and I was ready to soak up all the knowledge, tips, and lessons that APRA professionals had to offer. More importantly, I couldn't wait to bring these experiences back to my institution and daily work. After all, I felt what happened at the APRA-International conference in Vegas doesn't have to stay in Vegas.

As I attended the conference sessions and networked with other attendees I realized that the APRA organization is full of professionals with the same philosophy. The annual conference isn't just a onetime opportunity for learning and networking, it is a gathering and celebration to reinforce all the knowledge and connections that are made throughout the entire year in the various chapters and institutions. There are so many different opportunities to grow as a professional in the APRA organization and by the end of the conference I no longer worried about being a "newbie" to prospect research. We all have something unique to offer to the field and are learning and growing together. John McBride from the University of Chicago said it best in his presentation during *APRA Talks: The Leadership Edition*- "Having confidence in our expertise makes us leaders in our organizations".

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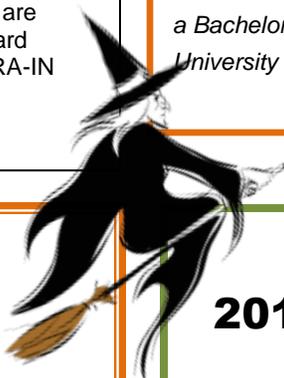
expertise! And remember, if you want to assist APRA-IN and chapter members with programming/events, mentorship, or anything else but you're not ready to do a board service term, consider being a board-assistance volunteer! All of our board positions/committees certainly need member volunteers to help make great things happen. If you're interested in non-board service volunteer opportunities, please [e-mail a board member](#).

I want to call special attention to a particular volunteer opportunity –the APRA-IN Webmaster. This person could be a board member, or a member volunteer. The APRA-IN site is an administrator-friendly site and **Jackie Knotts** has done a wonderful job juggling this position with her board Officer position. If you're interested in being a Webmaster, please e-mail Jackie at jmknotts@prf.org.

This is **the month** for board nominations. Take a look at page 3—find where you fit and nominate yourself. If you know someone who would be a great fit, ask if they are willing and nominate them. Each member of the board enhances the board, creates new ideas to help APRA-IN better serve us all, her members.

There are two main takeaways that have come back with me from the APRA-International conference in Vegas. First- find your strengths and use them! It doesn't matter if you have been in the field for a couple years or for decades- we all have something to contribute. Second- when in doubt, just ask! APRA professionals are so open to sharing their experiences and knowledge with each other. Help is all around, we just need to ask. After all, we're partners in fundraising.

Stephanie Brouwer is currently a research analyst at Valparaiso University. Prior to joining Valpo in 2013, Stephanie served for five years as the Director of Housing and Residence Life at St. Joseph's College in Rensselaer, Indiana. She has a Masters of Library and Information Science from the University of Wisconsin Milwaukee and a Bachelor of Arts in Education degree from Concordia University Wisconsin.



Save the Date! APRA Events

There's still time to register for the first-ever **APRA Data Analytics Boot Camp** November 6 – 7, 2014 in Atlanta, GA. This event is targeting two audiences: 1. Newcomers to the field of analytics who are interested in expanding their existing data management and evaluation knowledge. 2. Veteran prospect development professionals who want to break into the world of data analytics. The [symposium](#) offers a methods approach to provide practitioners with field tested model building, data understanding, and evaluation. While theory will be addressed, this boot camp is intended to allow participants the ability to walk away with predictive and description analytical tools ready for immediate use.

Check out a sneak peak [podcast](#) to preview the boot camp. Event cost is \$495/member and \$595/non-member. Register [here](#).

The **28th APRA International Conference** (Prospect Development 2015) will take place July 21 through July 25, 2015 in New Orleans. More details will be released later in the year.

2014 APRA International Conference: Recap & Resources

APRA's 27th Annual International Conference, titled Prospect Development 2014, was held July 30 through August 2 at The Cosmopolitan in Las Vegas. More than 1,000 attendees from all aspects of the profession participated. Have a story to share or a favorite take-away from the conference? Share with your colleagues and post on the [APRA-IN Facebook page](#).

For a full conference recap, check out APRA's newest issue of [Connections](#). Membership is required to view their publication. Session recordings from Prospect Development 2014 are now available for purchase – see the list [here](#). You can also visit APRA's [Facebook page](#) for updates and conference highlights.

APRA Fall Education Sale Has Begun!

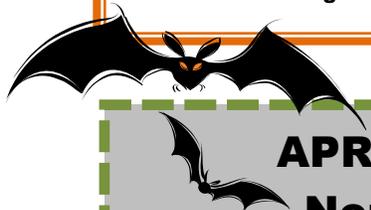
[The 2014 fall education sale](#) is the perfect opportunity to use some of your leftover training dollars to build your prospect development skills and enhance your career. For a limited time, you can save 25% on **all** APRA online education offerings. If you are an APRA International member, you save an additional 25% off of the already discounted price. To take advantage of the offering, just enter FALL14 when you check out and the discount will be applied. **Discount ends 12/22/2014!**

SAVE THE DATE! APRA-IN ANNUAL MEETING

Attend the annual meeting on **December 3, 2014** at The Indianapolis Zoo to learn about the state of the Chapter in 2014, and what's coming in 2015.

New this year: a networking & education opportunity to learn directly from your colleagues. Make important connections and get the chance to ask topic-specific questions at the booth fair.

Online registration details coming soon.



APRA-IN Board Nominations

Nominations due by October 31, 2014

Consider nominating yourself, or someone you know, for service on the APRA-IN board of directors.

This is your chance to impact a professional organization you benefit from. Help keep APRA-IN a strong and useful chapter to its members, and to the fundraising community!

Nominations will be accepted through October 31, 2014.

To submit a nomination, please contact the APRA-IN nominating committee members:

Karen McTague kmctague@curehunger.org
Felisa Javier-Holt Felisa.javier-holt@rose-hulman.edu
Shanelle Burns Shanelle.burns@valpo.edu

APRA-IN Happenings

Have some news to share?

Tell Kate Kiser at kkiser@iuhealth.org.

We'll share your news with APRA-IN members in the next Profiles.

2014 Annual Meeting: Be a Booth Participant!

The upcoming APRA-IN annual meeting—December 3— will include ample time for networking and opportunities to learn from each other...something all of us crave at conferences. To that end, we're bringing back the concept of a booth fair!

Meeting attendees will be able to visit booths where there will be time for tailored, informal conversations with your member colleagues about whatever skill set or Research duty you have experience in.

You would get a little space & an introduction but no presentation is necessary! This is a way to have informal conversations with other members – the best way to learn.

Some example "booth" topics:

- your favorite resources & tools
- awesome policies in your shop that you've implemented
- small shop/big shop experience
- prospect management challenges & solutions
- managing staff
- working with development officers
- other types of fund-raising related expertise that you have!

If you have a favorite topic you'd like to speak informally about to your colleagues, please contact the APRA-IN Programming Chair, **Sarah Johnson** at sarkjohn@iu.edu.

Wanted: Expertise

Planning for 2015 programming is underway!

APRA-IN is looking for presenters (or co-presenters) to speak at future APRA-IN events, and in the general fundraising community.

We have the technology and will help with all your coordination needs. We just need your time and kernels of wisdom! This is an excellent opportunity to build your professional experience in a very encouraging and supportive environment.

Interested? Questions?

Please contact **Sarah Johnson** at sarkjohn@indiana.edu

Volunteer Job Posting

Want to be involved in APRA-IN but don't want to serve as a board member? We still need you!

APRA-IN is in need of a web site editor. It's a user-friendly administration/editing volunteer position and board participation is *not* required in order to volunteer.

If interested and if you want more information, please contact **Jackie Knotts** at jmknotts@prf.org.

Write Something!

Would you like to contribute something to *Profiles*? If you have a topic of interest or an opinion piece, please share with us. Contact Kate Kiser at kkiser@iuhealth.org to submit your idea or for more information.

Editor's note: Thank you to first-time contributor, **Stephanie Brouwer**, for her contribution to Profiles.



Wednesday, November 12, 2013
Indianapolis Marriott East
7202 E. 21st Street, Indianapolis

[Register Online](#)

Introducing Keynote Speaker: Simone Joyaux

Simone is a consultant specializing in fund development, strategic planning, and board development who works with all types & sizes of non-profits. Her books *Keep your Donors* and *Strategic Fund Development* are standards in the fundraising field. Visit her at simonejoyaux.com.

[View the Agenda and other conference details](#)

CALLING Experienced Researchers...

Are you willing to share your prospect research knowledge? We would love to have you participate in or rejoin the **APRA-IN's Mentoring Program!**

APRA-IN's Mentoring Program pairs new researchers with veteran research professionals on a one-to-one basis. The role of the mentor is to provide information on resources, provide professional advice/support, act as a sounding board for ideas, be a confidant, and allows mentees to job shadow, or does other training as negotiated between the mentor/mentee.

New members will have Mentors assigned to them as they join the APRA-IN chapter. If you are seeking a mentor, please let us know!

If becoming a mentor interests you or if you would like to learn more about the APRA-IN Mentoring Program, please contact: **Jason Boley** via e-mail at jboley@rileykids.org.

Engage with APRA-IN! How to Connect, Follow, Learn

Visit www.apraindiana.com and **follow** us via e-mail for the latest updates.

Connect to APRA-IN, and each other, via the [APRA-IN Facebook page](#) or the [LinkedIn Group](#) – or both! Post a question for your colleagues on the FB page or send a private FB message!

Visit www.apraindiana.com, or subscribe to our [RSS feed](#) and **learn** something!



Upcoming Programming/Events

WHAT	WHEN	WHERE
Indiana Philanthropy Day	November 12, 2014	Indianapolis Marriott East
APRA-IN Annual Meeting	December 3, 2014	Indianapolis Zoo Riverhouse building
APRA-IN 2015 spring conference <i>NEW!</i>	April 17, 2015	Allen County Public Library Fort Wayne, IN

Online registration is available for select events.



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Profiles is a quarterly publication of the Indiana Chapter of the Association of Professional Researchers for Advancement.

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APRA-IN is the Indiana chapter of the Association of Professional Researchers for Advancement (APRA), an international professional association of development research and prospect management professionals. We are proud to be the first organized state chapter, founded in 1988.