



Indiana Chapter

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Let's Get Social!

If you aren't already, be sure to follow us on social media! The links can be found at the top of this email.

The [Apra Indiana Twitter page](#) will keep you up-to-date with the latest in philanthropy and prospect development along with chapter news, current job postings, and more. Our resident social media guru Emily Davis curates the page to contain articles of interest to all of our members. If there is an article or page you'd like to share, send it to her!

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Get Involved

Join Apra Indiana

The Prospect Research profession is more important now than ever before, and you **can** make a difference at your organization. Membership in Apra Indiana entitles you to:

- Discounted programming rates,
- Access to experienced mentors,
- Networking opportunities,
- Leadership opportunities, and
- Access to a vast network of

If you aren't on Twitter, check out the [Apra Indiana Facebook page](#). You can find the same articles as on Twitter, along with photos and information on our events as they are happening.

Do you have a question or discussion topic? Join the [Apra Indiana LinkedIn Group](#) and start a conversation with our members! This is a great way to gather lots of information and views in one place.

You can also follow the [Apra Indiana Instagram page](#) for event photos and other content. This is our newest social media endeavor, so if you have ideas of what you would like to see, let us know!

Apra Regional Conference Recap

By: Rita Waltz

The Apra Regional Conference (ARC) 2017 was held this year in Atlanta, Georgia. I had attended the first ARC conference that was held in Chicago last year, and was excited about the opportunity to attend this year. ARC is similar to the Apra annual conference with sessions on prospect research, data analytics, campaigns and relationship management that provides a great variety of new ideas and networking.

Highlights of a few of the sessions I attended:

Day one of the conference I attended the "Will the

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 foster a positive association with the philanthropic community.

Volunteer

Support your chapter

Interested in volunteering at any of our upcoming events? Email us at apra.indiana@gmail.com.

Meet new Apra Indiana member Abby Relue



What book are you currently reading?

The Secret History by Donna Tartt. I first read this back in middle school, so it's a re-read, but it's been so long that it feels new.

Where is your favorite vacation spot?

Greece! My husband and I went for 10 days in October 2015.

What are your hobbies?

In addition to reading, I like to make things. I knit, sew, crochet, weave, embroider - I have a lot of hobbies.

What is an unusual/fun fact about you?

I'm a writer and I'm currently working on my MFA in Creative Writing.

Remember that the board members are always available by email, if you have any questions. Members can also view the [member directory](#) (this is in the Member's Only section and a password is required).



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 July 17. 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.)

1. What was the first state capital of Indiana?
2. What brand of motorcycle does Tom Cruise's character ride in the movie "Top Gun"?
3. On what date did Disneyland theme park open?

Apra International Reminders

Looking for a session to attend at Apra's Annual Conference in Anaheim? Join Tanya Ford, Apra Indiana board member, for her session "21 Ways Excel will Make You Love Data Analytics" on Friday, July 28 from 11am - 12:30pm or Stephanie Brouwer, Apra Indiana board member, for her session "Leading with your Strengths: Using StrengthsFinder to Build Successful Relationships" on Friday, July 28 from 3:45pm - 4:30pm. #ApraPD2017

Apra Indiana members are invited to attend several events while in Anaheim to network with other Hoosiers and Midwesterners. Check out the details below and on the [events page](#) of the website!

Mouse Take the Cheese?" presentation by Vicki O'Brien from the University of South Carolina. She provided a strategy for identifying prospects to build newly hired development officers' portfolios and how they worked in conjunction with the annual giving team to identify prospects ready to be qualified as major gift donors through a targeted email solicitation. She described their prospect management and research analysis department as a team of consultants when onboarding new development officers. What a fantastic way to describe the relationship!

Day two, Jay Frost from Donor Search, gave a dynamic presentation on international fundraising with a host of resources for international prospect research.

On the last day of the conference I attended the "The Art of Collaboration" that was presented by Krystal Wilson from the Appalachian State University. We were given a "True Colors" personality test that revealed four distinctive personality types. Although we each have all four colors, the first color (most dominant) is innate, the second color is learned and the third and fourth colors are underdeveloped. By knowing the colors of your colleagues, friends and family members, it can assist you in communicating more effectively. The four colors at work are: blue - loves to work, gold - loves organization and stability, green - loves innovation and challenge, and orange - loves freedom and competition. By knowing an individual's dominant color, you can better understand how they prefer to communicate, how to capture their interest, re-energize them and improve team performance.

We were given several opportunities to network with other attendees through the Open Space Conversations, Chapter Networking, and a reception on the first night. The ARC conference, being on a smaller scale, makes it conducive to getting to know almost everyone. I recommend attending an ARC conference if the opportunity arises!

Congratulations to **Sondra Solloway**, at St. Mary's College, for winning the 2017 Kathy K. Wilson Scholarship! Sondra will be able to attend one of Apra Indiana's 2017 events for free!

Upcoming Events

EVENT	DATES	LOCATION
Apra International Prospect Development 2017	July 26-29, 2017	Anaheim Marriott, Anaheim, CA
Apra Indiana Breakfast in Anaheim	July 27, 2017	Apra Booth (bring your breakfast with you) Anaheim Marriott Anaheim, CA
Midwest Chapters Happy Hour in Anaheim	July 27, 2017	nFuse Restaurant, Anaheim Marriott Anaheim, CA
Apra Indiana Annual Meeting	December 5, 2017	Garrison Conference Center, Fort Harrison State Park, Indianapolis, IN

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