

VIEWPOINT

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WSPN mission:

To offer support to
development professionals
and advance philanthropy.

7 Key Habits of Super Networkers

By Lewis Howes



Guests at WSPN's 2013 Annual Awards Luncheon. Photo by LeVern Danley, LAD4 Creations, Inc., www.LeVernDanley.com.

The ability to network successfully can be one of the greatest assets in business. It allows some people to find incredible opportunities, while others just watch from the sidelines. Effective networking isn't a result of luck—it requires hard work and persistence. What does it take to be a super networker? Here are seven of the most important habits to develop:

1. Ask insightful questions.

Before attending networking events, get the names of the people who are expected to attend and search social media sites like LinkedIn to figure out which topics they're probably most interested in. For people who are already in your network, don't assume you know everything they're up to. Find out what they're currently working on—or perhaps

(continued on page 11)

2013-14 Nominations/Slate of Officers

WSPN's nominating committee is pleased to announce the 2013-14 slate of officers:

Chrissie Howorth, President
Ann E. Spehar, Vice President
Monica Bucek, Treasurer
Tim Traynor, Secretary

Continuing as immediate past president is Lora Vitek

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

WSPN Membership

P. O. Box 268
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2013-14 WSPN Board Members

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President's Message

Dear WSPN members:

I hope you had a wonderful summer and had a chance to take a break. It is hard to believe that we are now heading towards fall, which means the start of a new WSPN year.

Our program committee has been working hard to put together some great programs that will serve to educate and inspire both new fundraising professionals and those who are deep into their careers. I hope to see you at some of these interesting programs.

Your membership in WSPN is important to us and we are working hard to develop meaningful opportunities for engagement. Please see our program schedule on page 12 to take advantage of these professional development opportunities and look out for our WSPN e-blasts for other news.

I am delighted that, in addition to many returning board and committee members, several of our WSPN members have offered to help with board and committee positions. We are very grateful for their support, and please join us in giving them a warm welcome.

If you would like to help out, we have several open committee positions so please send me an e-mail and let me know of your interest.

We also have had several board members complete their board terms—some serving in multiple roles and who are now leaving the board to focus on their organization's needs and other commitments. Please join me in thanking them for their outstanding work on behalf of WSPN as this organization has benefited from their contributions in countless ways. These members include Susan Rudigier Mchabcheb, Courtney Simek, Kathi Wagner and Stephanie Walsh. We wish them well, and we wish you all a great new year with WSPN.

Sincerely,



Chrissie Howorth



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.

Philanthropy Center News

Proposal Writing

By Christine Kickels, Librarian
The Philanthropy Center, College of DuPage

Have you used the Philanthropy Collection? Odds are you started with us because you were looking for grants.

However, are you prepared to go the next step and compose the proposal? Do you know how to tell your story and make the “ask” in a manner that fits the request? Are you confident in your ability to draft a budget and evaluation plan that will reflect the good work you will do?

If not, consider coming back to us for more help. We offer books and online resources that will guide you through the first proposal and even through revisions of those that were turned down.



Select titles in the collection include:

- Foundation Center's Guide to Proposal Writing (Geever, 2012).
- Foundation Center's Guide to Winning Proposals II (2005).
- Storytelling for Grantseekers (Clarke, 2009).
- Perfect Phrases for Writing Grant Proposals (Browning, 2008).
- Grant Proposal Makeover (Clarke, 2007).
- Collaborative Grantseeking (Miner 2011).

Online, the Foundation Center and Donors Forum offer assistance. **GrantSpace**, a service of the Foundation Center, offers access to sample proposals, budgets and even letters of inquiry. Look under “Tools” for examples (grantspace.org).

Have time to take a course? Take advantage of the free online courses and webinars from the Foundation Center staff. They regularly offer sessions about proposal writing and budgeting (tinyurl.com/kgqyovz).

Locally, Donors Forum provides help via the **GrantSeekers Toolbox**. This online resource discusses writing style, packet information and submission options. There is even a link to the Chicago Area Grant Application form that is used by many foundations and corporate giving programs (tinyurl.com/grantseekerstoobox).

Although the College of DuPage Library is still undergoing renovation, the collection is available. **Our next FREE orientation to the books and databases in the philanthropy collection is at 9:30 to 11 a.m. Friday, October 18.**

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 nonprofit resources, please contact me at (630) 942-2313 or kickels@cod.edu. ●

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Your voice:
amplified

Your mission:
maximized

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Donors Forum is the hub of Illinois' vibrant and diverse philanthropic and nonprofit community, and the only statewide association for funders and nonprofits, as well as their advisors and consultants. Join us as we leverage our collective power to improve lives and strengthen communities.



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Editor's Note

Dear VIEWPOINT readers:

WSPN hosted another wonderful awards luncheon on May 22 at Meson Sabika in Naperville, where 10 recipients were honored for the valuable contributions they make to our community and the organizations they serve.

Enjoy the photos of the luncheon on page 6. You can view all the photos by liking West Suburban Philanthropic Network on Facebook.

As a reminder, electronic versions of VIEWPOINT are found at www.wspnonline.org.

Sincerely,



Jill McWilliams, editor

Advertising in VIEWPOINT

A limited number of business-card sized (3.5 x 2 inches) advertising spaces are available in VIEWPOINT.

\$190 - four issues

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\$110 - two issues

\$160 - three issues

\$450 - four-issue insert ad (8.5x11)

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:**

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Blasts from the Past

Program Highlights

By Jill McWilliams, VIEWPOINT editor

Funders Panel



Seated left to right: Dawn McQuillan, DuPage Community Clinic; Al Sunseri, PhD., HCS Family Services; Deb Baker, HCS Family Services; Jim Durkan, Illinois Children's Healthcare Foundation; Ron McDaniel, Ronald L. McDaniel Foundation; Cindy Stark, Marianjoy Foundation; Dave McGowan, The DuPage Community Foundation; Joe Skvara, JS Consulting; Hester Bury, Northern Illinois Food Bank.

Despite the massive rains and widespread flooding on April 18, a handful of panelists and attendees made it to the Funders Panel at the DuPage County Historical Museum in Wheaton. The DuPage Community Foundation President Dave McGowan said, "When I saw how few people made it, I suggested that we pretend like we have enough people to make a go of it, cancel it and head back to work, or I would buy everyone breakfast. Everyone voted for breakfast!" The group walked from the Museum to Egg'lectic in downtown Wheaton.

Building Social Capital, Measuring Impact



On June 20, **Kim Silver**, principal of The Silver Line, presented at Villa St. Benedict in Lisle. Silver explained that nonprofits have the opportunity to move beyond altruism and charity by understanding and measuring the impact of what they do.

Attendees learned about "social capital" and how nonprofits can find stakeholders who not only attach economic value to the impact of the nonprofit's work, but also have the ability and desire to pay for the impact created by nonprofits.

Silver's key takeaways included:

- It is no longer good enough to say nonprofits do good work. Donors, board members and stakeholders are asking more difficult questions and nonprofits

need to position themselves to measure the impact of their work, use the data to inform strategic decisions and provide evidence that their work is producing meaningful outcomes and making progress toward their missions.

- There is a growing number of resources and tools available to social-sector organizations to measure the impact of their work. A collection of these resources is housed in Tools and Resources for Assessing Social Impact (TRASI).
- In this time of constrained resources, particularly with limited philanthropic resources, nonprofits should consider ways in which they can advance their mission and find sustainable revenue streams. These sustainable revenue streams should be in service of their missions, but could be earned income or targeting investors who benefit from their work in direct or indirect ways. ●

Resource Round-up

During her presentation on June 20, **Kim Silver**, principal of The Silver Line, also provided some excellent resources:

- **Stanford Social Innovation Review:** This is the leading national publication that featured the most innovative thinking about social change.
- **Foundation Center – Tools and Resources for Assessing Social Impact:** This is a curated catalogue of different methods and techniques being used by leading organizations around the United States to measure and assess social impact.
- **Social Solutions:** Leading provider of performance management software to the social sector. Social Solutions has a product called Efforts to Outcomes (ETO) that is used by funders, nonprofits and increasingly public sector organizations to track their activities and assess their results.
- **Urban Institute:** National think tank and research organization that designed a common outcomes taxonomy and associated metrics for many nonprofit program types.
- **PerformWell:** A web portal that is a collaboration between Social Solutions, Urban Institute and Child Trends that provides the latest information on outcomes and indicators for human service organizations, including the research base and assessment tools.
- **Strive Partnership:** National organization that is leading and setting the standards for one model of “Collective Impact,” a coordinated effort between community leaders, government, business and social sector organizations to create a coordinated continuum of supports for children from cradle to career. These efforts include a measurement component that uses an agreed-upon set of common outcomes and indicators to track progress across the collective work.
- **The Bridgespan Group:** National consulting firm that works with nonprofit organizations to build strategic plans and performance measurement into their work.

Do you have favorite resources you would like to share with VIEWPOINT readers? Please send them to jillm@elmhurst.edu. ●

Building Our Membership

Passing the Torch

In recent issues of VIEWPOINT, I've written about changing the world, growing a network, why people join groups and WSPN benefits. I've inquired, “Why do you do what you do?” and explained my addiction to hearing “yes.” I've asked how WSPN could better support you professionally beyond our exceptional educational programming, networking opportunities and leadership openings—not to mention the chance to build new friendships—and I've listened.

As my tenure as membership chair comes to a close, I would like to thank you for your feedback, opinions, involvement and, most of all, for your dedication to WSPN. Only with your support and participation will WSPN continue to grow and flourish. **I am pleased to introduce Mark Dyer, community outreach specialist of Mayslake Peabody Estate, as WSPN's new membership chair.** Mark looks forward to meeting you as well as meeting the needs of our members in new and exciting ways.

WSPN has positively changed me both professionally and personally, and I look forward to serving as vice president this year. With Chrissie Howorth, I'll be figuring out the best ways to do that in the coming weeks, so please feel free to contact me with any ideas you may have.

Thank you for being a WSPN member and for giving me the opportunity to serve you and such a terrific organization!

Ann E. Spehar, vice president, aspehar@naperville203.org

Become a member:

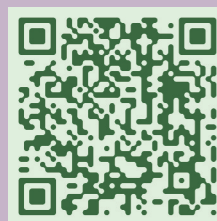
Check out www.wspnonline.org to learn more about WSPN benefits including our monthly educational events, listing of job opportunities, peer-mentor program and scholarship information.

Join online or by downloading a membership application.

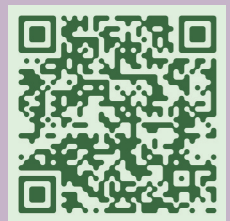
Non-transferable dues are \$40 per year.

Should you have any questions, please contact Mark Dyer, membership chair, at mdyer@dupageforest.com.

Scan to join.



Like us on Facebook.



2013 WSPN 11th Annual Awards Luncheon

The luncheon took place on May 22 at Meson Sabika in Naperville.

Photography by LeVern Danley, LAD4 Creations, Inc., www.LeVernDanley.com. See all the photos. Like WSPN on Facebook.



Philanthropists of the Year: Chrissie Howorth; David McGowan, president of The DuPage Community Foundation; and honorees Mae and John P. Calamos, Sr.



Philanthropic Leadership Award: Chrissie Howorth; S. Alan Ray, president of Elmhurst College; and honorees Betsy Goltermann and Ed Momkus



Humanitarian of the Year: Chrissie Howorth; Evelyn Felipez, Diveheart participant; and honoree Jim Elliott, president and founder, Diveheart



Nonprofit Executive of the Year: Chrissie Howorth; Byron Saum, board chair of VNA Health Care; and honoree Linnea Windel, president and CEO, VNA Health Care



Corporate Philanthropic Award: Chrissie Howorth; Kathi Wagner, director of fundraising and development of the Forest Preserve District of DuPage County; and honoree Art Young, plant manager of Ecolab



Foundation Philanthropic Award: Chrissie Howorth; honoree Michael Morcos, vice chair of the Dunham Fund; and Dr. Gary Ahasic, board member of VNA Health Care



Service Club Philanthropic Award: Chrissie Howorth; Joe Emmick, vice president for Development and Alumni Relations of Elmhurst College; and honoree Bill Lyman, president of Rotary Club of Elmhurst



Grantmaker of the Year: Jackie Hynek, board trustee of Topfer Family Foundation; honoree Cindy Raab, program officer, Topfer Family Foundation; and Chrissie Howorth



Nonprofit Volunteer of the Year: Chrissie Howorth; Jon Habegger, volunteer supervisor of Northern Illinois Food Bank; and Pete Schaefer, CEO of Northern Illinois Food Bank



WSPN Distinguished Service Award: Chrissie Howorth; honoree Jill McWilliams; and Courtney Simek



Ken Bartels serving as master of ceremonies

Spotlight

Featuring a WSPN Member Organization



making connections ...
changing lives

Pillars

Pillars of our Community

“There are so many reasons I am glad to be a part of our community, but one of the greatest is the ability to really make a difference in people’s lives,” says LaGrange resident Michelle Halm. “That’s why I volunteer here. That’s why so many people support Pillars.”

With over 85 years of history and deep roots within its service communities, Pillars is a social service and mental health agency that focuses on education and treatment tools to build healthier communities. By providing quality mental health services, social services, and education for people of all ages, the organization’s programs strive to combat the stigmas and challenges associated with mental illness, addictions, and domestic and sexual violence.

Pillars’ community involvement goes beyond the nearly 10,000 clients served every year. The agency provides about 100,000 hours of direct service annually, making Pillars the largest provider of comprehensive mental health and social services in the near western/southwestern suburbs. Pillars also engages with the general public through a myriad of community events and awareness promotions.

“Partnerships are critical to our success. We are fortunate to have strong, collaborative relationships with other service providers, public officials, local businesses, foundations, and community volunteers across our service area,” said Tracy Hough, associate vice president of advancement for Pillars. “We simply couldn’t do this work without the support of our community—our partners are all ambassadors for the important work we do.”

Each day, \$40,000 is needed to facilitate the programs offered to Pillars’ clients, many of whom are uninsured and unable to pay for services. In addition to various conventional sources of funding, Pillars leverages its regional involvement by hosting a variety of public events to raise funds and awareness, and provides local citizens with several fun and highly-anticipated activities each year.

Every January, the organization presents The Pillars Ball, a gala attended by over 500 guests featuring entertainment and gaming. Through sponsorship, ticket sales, a raffle, and live and silent auc-

tions, vital funds are raised for the agency. On Saturday, January 25, 2014, The Pillars Ball will feature Bollywood-inspired entertainment, décor and cuisine, providing guests with not only an opportunity to support the agency’s work, but also to experience an evening filled with a taste of this vibrant culture.

Another successful fundraising vehicle is Pillars’ summer initiative, Party for Pillars. This year’s festivities hosted a unique assortment of parties and activities throughout June. Over 900 community members came out to support the series of events, which included a high-energy Kickoff Celebration at the LaGrange Country Club featuring WGN News Anchor Mark Suppelsa, the classic Pillars House Tour, an era-inspired Great Gatsby party, the highly-anticipated Pillars Talent Showcase, and the return of two sellout events from the past, the Fancy Hat Tea and the Bollywood Bash. Overall, Party for Pillars raised more than \$50,000 to support the agency’s mental health, social service, and educational programming.

“We are so grateful for our wonderful sponsors and donors. We can’t thank them enough for the support of our work in our shared communities. Raising awareness and funds for these needed services is vital, and our community continually steps up to embrace our mission and lend a hand,” said Pillars’ President and CEO Ann Schreiner.

As an ardent supporter of the agency, Party for Pillars’ committee member Joan Smothers has been a fixture at Pillars and her business, Smothers Realty Group, has consistently sponsored fundraising events for the organization.

“I have been a supporter of Pillars for many years. My loyalty stems from the great work they do in our neighborhoods,” said Smothers. “Also, as a business person, I responded immediately to how well run the organization is, how lean they operate so that the money really goes where it is needed, and how dedicated their staff is.”

Pillars relies on the generosity of its volunteers to help fulfill its mission. There are many ways that volunteers help the agency. Pillars has a breadth of volunteer opportunities that span everything from supporting grieving children and families, planning special events, to providing meals for Constance Morris House, the agency’s shelter for abused women and children.

“We have such limited resources, we’re trying to make every dollar count,” said Kathryn Smith, Pillars’ coordinator of volunteers and community relations. “Sometimes just getting a little office help is huge.”

Through its work with clients and involvement within the community, Pillars is truly committed to making connections and changing lives.

For more information about Pillars, including current volunteer opportunities, please visit www.pillarscommunity.org. ●

Outstanding Volunteers recognized at WSPN's Annual Awards Luncheon on May 22

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



Front Row (seated l-r): Joe Abel, Sandy Freeburg, Grace Tampa, Nancy Bruce, Connie Brown, Mary Jane Abel and Judy Beeta
Middle Row: Judy Wardzala, Mike Jais, Burt Toepp, Dan Urban, Paul Pyrcik, Carl Neumann, Kelly Salach, Paul Feith, Dennis Papiernik, Pat Bush, Carolyn Palas, Alicia Rasnic and Amy Nester Salach
Back Row: Trace Cowart, Jim Carter, Jim Freeburg, Cathy Johnston, Bob Mills, Dorletta Payton, Kimberly Mills, Christine Bishop, Patty Vrankin, Kathy Kohnke and Ritu Singh

Milestone events often cause us to pause to think about the passing of time and how we use our time on earth. “The Heart of a Volunteer” by Dan Zadra includes this anonymous quote: “I have been given this day to use as I will. I can waste it or use it for good. What I do today is important because I’m exchanging a day of my life for it.”

Volunteers use their precious time on earth to be with us. They could be doing a world of other things but instead they are:

- managing our 5K races
- attending our board meetings
- coordinating our auctions
- teaching parenting classes
- running our donated car program
- developing, training and organizing course curriculum
- filming us
- attracting national media attention for our organization
- spearheading our capital campaign
- updating data, running reports and helping us with our mundane office tasks
- laughing and crying with us
- serving as our stewards, our ambassadors, our cheerleaders and as players on our team.

How lucky are we to be chosen? We represent a variety of causes and our causes reside in the hearts of our volunteers.

How grateful are we to be chosen? Volunteers, we thank you today for making our organizations what really matter in your lives. We applaud you for your efforts, your contributions and your selflessness.

Member News



In April, **Lisa C. Cummings** joined Giant Steps in Lisle as development coordinator. In this role, Cummings collaborates with the vice president of operations, the president/CEO, and the board, and focuses on fund development, grant writing, donor cultivation and solicitation, major gifts, and increasing Giant Steps' presence throughout the community.

Cummings graduated from the University of Wisconsin-Madison with a bachelor's in rehabilitation counseling psychology. She has 25 years of experience working with nonprofit organizations that provide services to children and adults with developmental disabilities. Her goal is to achieve her Certified Fund Raising Executive (CFRE) certificate by the end of 2013.

Cummings recently relocated to DuPage after living in Lake County for 23 years. Cummings enjoys DuPage and is excited about meeting people and building new relationships.



In May, **David W. Neary**, with more than 30 years of experience in construction and development, was appointed as executive director of DuPage Habitat for Humanity. Originally from the Chicago area, Neary volunteered on a Habitat worksite more than two decades ago.

He founded his California construction firm in 1990, leading it until 2010 when he began as project manager for Habitat of Greater L.A. He also served as the South Bay/Long Beach Habitat affiliate board president from 1993 to 1998 and as board member from 1992 to 2006.

Neary held board chairman positions for both the Long Beach Area Chamber of Commerce and Salvation Army of Long Beach. Neary studied business, concentrating on real estate finance, at California State University. He recently moved to DuPage County with his wife, Alisa, and son, Zae.

DuPage Habitat for Humanity is a locally run affiliate of Habitat for Humanity International, a nonprofit, ecumenical Christian housing organization. DuPage Habitat works in partnership to build or renovate modest and affordable houses using donated materials and volunteer labor. These houses are then sold to limited-income families, who must demonstrate their commitment to home-ownership by investing 250 hours of "sweat equity" and repaying the cost of their house through a no-interest, long-term loan.



William B. Peterson joined Community Housing Advocacy and Development (CHAD) as director of fundraising. Peterson is responsible for planning and implementing CHAD's strategic fundraising plan including donor and corporate relations, major gifts, and grant funding as well as provide increased visibility through community outreach and events.

Peterson has served in several volunteer leadership capacities as chairman of the Village of Glen Ellyn Architectural Review Commission, board president of the Glen Ellyn Historical Society, where he presided over a \$3 million capital campaign for the purchase and development of land for the Glen Ellyn History Park and, most recently, as board president of the DuPage Senior Citizens Council, where he presided over the planning and implementation of a strategic fundraising plan and board development.

Established in 1983, CHAD provides permanent affordable rental housing solutions for low- to moderate-income individuals (LMI) and families living in the western suburbs, primarily DuPage and Kane counties as well as portions of Will and Cook counties.

CHAD offers LMI the opportunity to live where they work and benefit from the excellent school systems and community amenities. CHAD owns more than 175 buildings (about 405 housing units) in more than 30 communities and serves more than 1,100 qualified tenants of which 50 percent are children.

For more information, visit www.chadhousing.org or email Peterson at WPeterson@chadhousing.org.

Share your Member News:

Tell us about your job change, promotion, professional development, awards, honors and other news. Please email your news and photo to Jill McWilliams, VIEWPOINT editor, at jillm@elmhurst.edu. ●

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7 Key Habits of Super Networkers (continued from page 1)

struggling with. This attention to detail can go a long way at your next one-on-one lunch or dinner meeting.

2. Add value.

One of the most powerful networking practices is to provide immediate value to a new connection. This means, the moment you identify a way to help someone, take action. If, for instance, you know someone in your network who can help a new connection with a problem, drop what you're doing and introduce the two individuals.

3. Learn their "story."

Ask successful entrepreneurs to tell you how they got to where they are. Most people think of this as an exercise in rapport building, but hearing these stories can tell you a lot about a person's approach to business. The more you understand your networking partner's mentality, the better you can add and extract value from your relationship. For example, some entrepreneurs pride themselves on working 16-hour days and doing whatever it takes, while others focus on being strategic and waiting for the right opportunities to open up. These are clues that cannot only allow you to see what people value, but also what working with them might be like.

4. Share a memorable fact.

When someone asks, "What do you do?" don't give a canned elevator speech about your company and career. Mention something personal that defines who you really are. Maybe you have a passion for playing an instrument or an obsession with collecting antiques. These are also "things you do," so make it a point to share them. Such personal details can help lighten the mood and get people talking.

5. Keep a list.

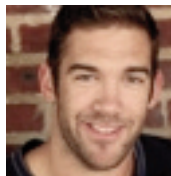
What's your routine after attending a networking event or meal? If your answer is, "I go home," you're probably going to miss out on opportunities. Write down important topics that came up at the event. This habit can help prevent opportunities from falling through the cracks and give you something to reference in conversation the next time you meet. You can also develop a reputation as someone who's on top of things.

6. Make small promises and keep them.

No matter how small a promise you make—such as sending an email or returning a phone call—delivering on that promise reflects on your character. By following through on your word, you start building a reputation for trustworthiness, which is exactly how every great networker wants to be perceived.

7. Reward your "power" contacts.

Keep a list of your top five to 10 networking partners and do something each week to add value to one person's life or business. You might send them a book or set up a lunch to introduce them to one of your other contacts. This habit can help you be proactive about staying in touch with your most powerful contacts. Just as with fitness or investing, the most successful people are the ones who choose to be consistent in their actions.



*A former professional athlete, New York City-based Lewis Howes, lewishowes.com, is author of *LinkedWorking* (418 Press, 2009) and creator of the *LinkedInfluence* training program. He creates educational courses about social marketing for entrepreneurs and plays handball for The USA National Team.* ●

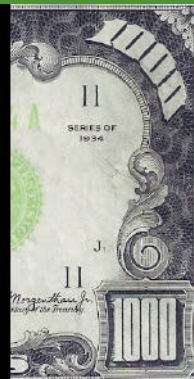
Working together we can
Make a Difference!

- * Raise more money
- * Expand your base
- * Plan a capital campaign
- * Ask for major gifts
- * Attract planned gifts

Sandy Macnab, FAHP, CFRE
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Save These Dates . . .

West Suburban Philanthropic Network Programs

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

WSPN programs are free to WSPN members and \$20 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. 19 **Topic:** Strategies and Best Practices for Your End-of-Year Appeals
 Speaker: Steve Pratapas, Pratapas Associates, LLC
 NFP panelists: TBD
 Location: Mayslake Peabody Estate, 1717 W. 31st Street, Oak Brook, IL 60523

Thursday, Oct. 17 **Topic:** Donor Analytics
 Speaker: David Schreier, David Schreier Associates
 Location: DuPage Forest Preserve Headquarters, 3S580 Naperville Road, Wheaton, IL 60189

Thursday, Nov. 21 **Topic:** Cause Marketing
 Speaker: Rick Erickson, Bold Steps
 Location: College of DuPage, Student Resource Center, 425 Fawell Blvd., Glen Ellyn, IL 60137

Thursday, Jan. 16 **Topic:** Changing Demographics and Implications for Fundraising
 Speaker: Candace King, DuPage Federation on Human Services Reform
 Location: TBD

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

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