

2009 Monthly Meeting Schedule and Chapter Information

mipgpc

Mid-Iowa Planned Giving Council

Providing educational opportunities, training, and other resources
designed to advance the field of gift and estate planning

National
Committee
on Planned
Giving®

MONTHLY MEETINGS

Monthly meetings of the Mid-Iowa Planned Giving Council are held at Iowa Lutheran Hospital located at the corner of East University and Penn Avenue in Des Moines. Each monthly meeting is held on Level B, Conference Room A, adjacent to the hospital cafeteria. A continental breakfast reception begins at 7:45 AM, with the program from 8:15 AM to 9:30 AM.

January 27, 2009

Shifting Paradigms in Planned Giving

Gary M. Pforzheimer, *President and Founder of PG Calc, Inc.* and 2009 Chair of the National Committee on Planned Giving.

February 24, 2009

Getting Your Board On Board for Adding Planned Giving into Your Capital Campaign

Stacy Rungaitis, *Chief Operating Officer, Charitable Giving Resource Center.*

March 24, 2009

Ethical Issues in Planned Giving

Johni Hays, *Senior Planned Giving Consultant, Stelter Company.* This program is an interactive group discussion of potential ethical pitfalls and how to avoid problematic conflicts of interest with donors. Attendees will discuss the NCPG model standards and the donor bill of rights. Hypothetical case studies exposing ethical dilemmas will be analyzed and discussed.

April 28, 2009

Ready Set Go! Navigating the Donor Visit from Start to Finish

Ann Sponberg Peterson, *Director of Development for Principal Gifts at Luther College* will discuss how to get up, get going, and get out with our donors and prospects. Come ready to refresh some ideas, overcome call reluctance, refine your conversation techniques, and develop new protocols for getting and navigating the donor visit. In her current position, Ann manages the team of development officers and encourages leadership gifts from alumni, parents, and friends of Luther.

May 26, 2009

Estate Planning and Legislation Update

J. Michael Deege, *JD, Wilson, Deege, Dollar, Despotovich & Rimenschneider* will examine what the Iowa Legislature has done this past session and its impact on both estate planning and charities. Additionally, he will discuss some key estate planning issues that are sure to benefit ourselves as well as our donors.

September 22, 2009

Planned Giving Marketing Trends of Top Fundraisers

Michael Kateman, *Executive Director, Development, Alumni and Public Relations for Columbia College in Columbia, MO.* He is a nationally recognized speaker on marketing and advertising planned giving techniques and is the Conference Program Chair for the 2009 NCPG National Conference. He and **Brad Jenks**, *Director of Development, Annual & Planned Gifts for Columbia College* will present a look at the newest trends in marketing planned gifts from the top fundraising institutions as defined by the Chronicle of Philanthropy's Philanthropy 400.

October 27, 2009

FALL CONFERENCE

November 24, 2009

Roundtable Discussions with MIPGC members

Membership in MIPGC is open to anyone interested in practicing, facilitating, or advancing charitable gift planning and estate planning in Iowa. Current members include gift planners, attorneys, trust officers, financial planners, chartered life underwriters, and resource development officers from area nonprofit organizations.

MIPGC dues cover expenses related to monthly meetings. Members receive a discount for the annual Fall Conference. MIPGC dues for 2009 are \$100. If you would like to become a member, please contact:

William Gustoff
gustoff@brownwinick.com
tel: 515-242-2430

Or download a membership application at:
www.mipgc.org/membership.asp

Visit our website @ www.mipgc.org