



The Greater Augusta Chapter of AFP  
presents a **Major Gifts Workshop** featuring:

## Mr. Bill Sturtevant

### When?

*Thursday,  
February 2, 2012*

### Time?

*9:00 a.m.—1:00 p.m.*

### Where?

*VIP Room at  
USC Aiken's beautiful  
Convocation Center  
375 Robert Bell Parkway  
Aiken, SC 29801*

### Cost?

*\$50 AFP Members  
\$60 Non-Members  
(Lunch is included)*

### Who?

*Any non-profit interested  
in Developing and  
Implementing  
Solicitation Strategies  
for Major Gifts*

### Questions?

*For more information  
about AFP or this year's  
schedule, please feel free  
to contact:*

Judith Goodwin,  
2011 AFP Chapter  
President at  
(803) 641-3417 or  
[judithg@usca.edu](mailto:judithg@usca.edu)



**Bill Sturtevant** is Senior Principal Gifts Consultant at the University of Illinois Foundation, a position which guides relationships with individuals and families capable of gifts at a level of \$5 million and above.

For the past 25 years he served as Vice President for Planned Giving and Trust Relations at the University of Illinois Foundation, and he has been directly involved with over \$450 million in major gifts.

Sturtevant is a nationally recognized specialist in

major and deferred gifts and planning and solicitation strategies. In 1995 he was honored as Planned Giving Professional of the Year by "Planned Giving Today." He is author of the best selling book "The Artful Journey: Cultivating and Soliciting the Major Gift."

His rigorous pursuit of professionalism in fundraising and commitment to the highest ethical standards has made his seminars and presentations extremely popular with development professionals, hospital groups and civic organizations.

His guiding principle is that dedication to the best interest of our donors is the only way to achieve the objectives of the charitable organizations we serve.

Visit his website: <http://sturtevantfundraising.com>

### Here's what a few workshop participants have shared:

*"In all my years on staff, this is absolutely the best presentation on fundraising I have ever heard."*

-25-year Fundraising Veteran

*"Each time I am blessed to hear your lessons or read your wise words, I walk away a better professional...a better person."*

-YMCA Fundraiser

*"It (the seminar) is the perfect and rare blend of inspiration, peer coaching, and nuts and bolts. I would recommend it to anyone in the field of fundraising."*

-Relief Agency Fundraiser

*"I have attended my fair share of conferences and seminars over the years on a wide array of topics, and I can say that the information that you provided is easily the most informative, practical, and useful that I have received in a long time."*

-Public Policy Agency

**Space is limited, make your reservations today!  
Deadline is January 25, 2012**

**Please complete the reservation form and email to:**

**[afpcsr@gmail.com](mailto:afpcsr@gmail.com)**

using subject heading  
**"Workshop Registration"**

Contact Leia Eubanks at  
(706) 826-7933, ext. 110, with  
any questions.

**AFP Members \$50  
Non-members \$60**

All persons with reservations not cancelled before or by January 26, 2012 will be responsible for payment.

**AFP  
Greater Augusta Chapter  
P.O. Box 12144  
Augusta, GA 30914**

**Special thanks  
to our sponsor:**

