**AFP Fundamentals of Fundraising Course**

The up-to-date ***AFP Fundamentals of Fundraising Course*** is designed by experienced fundraising professionals to meet the real-world needs and challenges nonprofit organizations face every day. The International Standard for training the fundraising novice, the ***AFP Fundamentals of Fundraising Course*** offers a complete overview of the development function, featuring the most current information and techniques. This 16-hour program includes case studies and projects for groups and individuals, making the learning experience both substantive and enjoyable.

This intensive program will provide an overview of skills, techniques and program components for individuals with up to 4 years of fundraising experience. Full participation in the ***AFP Fundamentals of Fundraising Course*** is applicable for **16.0 points** of CFRE Credit in Category 1.B – Education of the CFRE International application for initial certification and/or recertification.

Preferred Instructor Qualifications:

* Hold a CFRE or ACFRE, and ideally Master’s Degree or PhD credential. Individuals who are retired but who held the CFRE credential at the time of their retirement are also eligible to teach.
* AFP Faculty Training Academy graduate – an AFP Master Trainer
* Experienced and generalist fundraiser – Have a broad range of fundraising experience with proven teaching abilities.
* Most important is that each faculty member must be knowledgeable about the subject of the module(s) he/she is to teach, and must be able to communicate effectively in front of a group.
* An experienced trainer, especially as a facilitator for a highly interactive course like this.

**2020 Instructors**

**Representing the Triad, Triangle, and Charlotte chapters**

Christine Byrd, CFRE

Director of Development and Communications, Habitat for Humanity of Greensboro

Michael Darrow, CFRE

Executive Director, Feeding the Carolinas

Dianne Dunning, CFRE

Associate Dean, Advancement, College of Veterinary Medicine, NC State

Doug Hartjes, CFRE

President, COR Consulting

Jessica Otto, CFRE

Capital Campaign Director, Carolina Thread Trail

Michelle Speas, CFRE

Chief Development and Public Relations Officer