

MINUTES  
November 17, 2006

Present: Grimes, Crabtree, Detrick, DeRoss, Howley, Duncan, Elder, Hershberger, Hickman, Hobbs, Marrinan, Matthies, Moormann, Pfeil, Pickarski, Rosenthal, Schwartz, Strawn, Martin, Conley.

Motion Approve the minutes from July 28, 2006.  
Hershberger/Pickarski passed unanimously

Motion SCNCPG will sponsor the LEAVE A LEGACY® program for the calendar year 2007.  
Rosenthal/Hershberger passed unanimously

Motion SCNCPG will sponsor four (4) area LEAVE A LEGACY® PROGRAMS: Clark County, Greene County, Logan County and West Central Ohio.  
Hershberger/Elder passed unanimously

Program  
Chair Horton Hobbs accepted the position of Program Chair for 2007.

Recognition Ken Hershberger was presented a plaque for his two (2) years of presidential service to SCNCPG.

NCPG  
Conference Horton Hobbs gave brief description of NCPG's conference. He invited members to review a "compass" text delineating the numerous conference presentations. He can provide a "hard copy" of any individual session; he suggested "How to Talk to Prospects" as a primer.

He recommended individuals review the session: "How to Say it to Seniors". Seniors lose control of many things, driving, walking, financials, etc.; professional need to "JUST LISTEN" to their wants. Go to [dsolie.com](http://dsolie.com) to discover How to Close Gifts.

Treasurers  
Report Current membership 44. Current account balance: \$ 8925.40 {Council = \$ 10,135.56; LAL (1,210.16)}.

Due to the negative balance in the LEAVE A LEGACY® account, Matthies requested that \$2000 be transferred into the account.

Motion Transfer \$2000 from the Council Account into the LEAVE A LEGACY® Account.  
Hershberger/Duncan passed unanimously

Seminar  
Report           Marrinan review the “Good for Business” seminar. Approximately 50 individuals participated. Evaluations were very positive. Attendees liked local presenters who provided “hands on” facts and materials. The seminar netted \$2194.

Tabloid           33,000 copies of “A Guide to Charitable Giving in Clark County” were inserted into the News/Sun on Nov. 2<sup>nd</sup>. Thirty (30) local charities purchased ads in the tabloid to provide 16 pages of planned giving information. Additional copies were made available to local SCNCPG members and Partners.

2007 LEAVE A LEGACY® License Agreements will be mailed to ALL Partners. Agreements must be executed and returned nlt Dec. 22, 2006. Agreements are due to NCPG by January 1, 2007.

NCPG is requesting a survey of all Partners to determine their use of marketing materials and their impact on planned giving. Each partner will receive a survey to complete and return by Dec. 22, 2007.

Program           Horton Hobbs presented “Services to Local Non-Profits Organizations” Horton reviewed the Springfield Foundation’s services to include: distribution programs, Endowment Funds, Tools for Giving. Additionally, a brief overview of the Springfield Foundation’s business policies was discussed.

Next  
Meeting           January 26, 2007.

Meeting Adjourned