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AFP-GPC Breakfast Roundtable: “You asked, they said no, now what?”
Discussion lead by Gloria Pugliese, MBA, CFRE, La Salle University

Friday, April 12, 2013

Time: 8:00 am registration/breakfast/networking; 8:30 to 9:30 am discussion

Location: La Salle University, 4000 Chemical Road, Suite 110, Plymouth Meeting, PA 19462

Cost: \$10/AFP-GPC Member, \$25/Non-Member

The best fundraisers are those who are able to analyze an initial rejection to a proposition or proposal and see that the potential for a “Yes” still exists. Please join us at this Roundtable discussion where participants will share real-life stories and learn from each other and discussion leader Gloria Pugliese, MBA, CFRE, on how best to deal with rejection and turn that “No” into a “Yes”!



Gloria Pugliese is Director of Corporate and Foundation Relations at La Salle University. *She* has over twelve years of fundraising experience in medical research, historic preservation, museum exhibitions and higher education. Much of her work has been with foundation and corporate fundraising, and she has also worked with individual donors, annual funds, donor database management and special events.

Gloria is an active member of the Association of Fundraising Professionals Greater Philadelphia Chapter. She has served in a variety of roles and is currently chair of the Principles committee. She actively and enthusiastically seeks out opportunities for professional development through AFP and other organizations.

Gloria's other activities include teaching adult students with the University of Phoenix Greater Philadelphia Campus and singing with The Choristers as well as serving on their board as Development Chair. She holds a Bachelor of Arts degree from Susquehanna University, a Master of Arts in Education from Lehigh University and an MBA in Finance from La Salle University. She lives in Philadelphia, PA.

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