



Amit (Amy) Eisinger Vice President Mutual of America



Established in 1945 and celebrating its 80th Anniversary this year, Mutual of America Financial Group (MoA) is a leading provider of retirement and investment services, employing over 1,000 nationwide. Founded to provide retirement packages for social service agencies, teachers, hospitals, etc, currently 85% of MoA's clients are nonprofit organizations.



Mutual of America Financial Group Retirement Services - Members

Managing about 200 staff members in South Florida for the past 13 years, Amit (Amy) Eisinger, is a Licensed Retirement Plan Specialist Series 6, 7 and 26. Her team provides "white glove" service to nonprofit and for-profit organizations with the aim to simplify retirement for their employees with 401K, 401B, annuities and other investment products.

Relationship management and participant education is key to Amy's success. Compensated by salary and not commission, Mutual of America representatives can take the time needed to really get to know their clients and make the appropriate recommendations.

Employers helps their employees save for retirement through payroll deduction and many employers match what the employee contributes up to a certain maximum amount. Mutual of America helps clients select products including stocks, bonds, annuities, and money markets as investments to earn money on their money. Individuals whose employers do not participate can also work with Mutual of America to grow their money in an Individual Retirement Account.

"When I met Florida Association of Nonprofits' President/CEO Marina Pavlov", Amy explained, "she was a great mentor and wonderful connector", confirming the positive impact of this partnership. Realizing a mutually beneficial relationship, Amy refers her nonprofit clients to Florida Nonprofits so they can



learn the skills needed to be successful, and Florida Nonprofits refers their members to MoA. Making a referral for reliable, professional training, like the Sunshine Certificate in Nonprofit Management (SCNM) provided by Florida Nonprofits adds value to the client services provided by Mutual of America. In turn, referring Florida Nonprofits members to Preferred Partner MoA allows them to receive special membership benefits.

Connecting with people, understanding their goals, and listening to their challenges is rewarding for Amy. She enjoys being a part of getting them into a retirement plan that works for them. She and her team work on the technical aspects of setting up the payroll deductions and helping the client with their required tax forms. MoA assists clients review the various options available so they can choose to contribute pre- or post-tax money in the best product for their personal situation.

Amy is passionate about her job and spends a lot of time at work but will always make time to spend with her husband and three boys ages 13, 11, and 9 (referred to as her "favorite people"). The boys are active baseball players so it's likely you'll see the family at baseball fields near her home in Royal Palm Beach, FL. Amy's husband Daniel has worked in the Palm Beach County Public Defender's Office for 20 years and was recently sworn in as the newly elected Public Defender for the county.

Volunteerism is important to Amy and her family. She has worked with some of her client's nonprofits - in food kitchens and working to end homelessness.

"When you're fortunate enough to have opportunities that others don't, you have to pay it forward", said Eisinger, describing how her children have learned the value of public service through volunteering for Meals on Wheels. Amy is also on the Advisory Board of ELEM Youth in Distress based in Israel, where Amy was born. Leaving Israel at 10 years old, Amy grew up in Key West, attended the University of Florida in Gainesville where she met her husband, and moved to Boca Raton when they married.

"We're here to provide a service to our participants and we want to be best in class. People have options, we have competition, so it's our job to educate on who we are, what we do, and why we want to earn their business", Amy explained.

Smaller nonprofit organizations often cannot offer the "perks" that larger corporations have. By partnering with Mutual of America's retirement planning, with or without employer contribution, they assist their dedicated workforce.

Preferred Partner



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ONCE SIGNED UP YOUR EMPLOYEES WILL HAVE ACCESS TO FREE ONLINE MEDICAL CONSULTATIONS AND DEEPLY DISCOUNTED PRESCRIPTION MEDICATIONS.

Sunshine Certificate in Nonprofit Management



The key to success for any nonprofit is education like that through the Florida Nonprofits' Sunshine Certificate in Nonprofit Management. This amazing opportunity to take these highly-rated classes is available without traveling (with a hybrid option). Call 305.557.1764 for details

2025	Class Schedule:
	Saturday Classes—1pm-5pm
	Monday Classes—5pm-9pm
Sat Jan 18	Campaigning Part 1/Fundraising
Mon Jan 20	Power Vision and Strategic Thinking
Sat Feb 22	Executive Director Training/HATS & Sustainability: Fundraising Part 2 Big Gifts
Mon Feb 24	Information Revolution/Managing Technology
Sat Mar 22	Governance, Board, Policy, Volunteerism
Mon Mar 24	Human Resources and Volunteers
Sat Apr 19	Marketing and Special Events
Mon Apr 21	Discovering Trends Through Civic Engagement
Sat May 17	Time Money, Managing Financial Resources
Mon May 19	Grantwriting Wars and Evaluation
Sat Jun 21	Power Vision and Strategic Thinking
Mon Jun 23	Campaigning Part 1/Fundraising
Sat Jul 19	Information Revolution/Managing Technology
Mon Jul 21	Executive Director Training/HATS & Sustainability: Fundraising Part 2 Big Gifts
Sat Aug 23	Human Resources and Volunteers
Mon Aug 25	Governance, Board Policy, Volunteerism
Sat Oct 18	Discovering Trends Through Civic Engagement
Mon Oct 20	Marketing and Special Events
Sat Nov 22	Grantwriting Wars and Evaluation
Mon Nov 24	Time & Money, Managing Financial Resources

Executive Director Training/HATS & Sustainability: Fundraising Part 2 Big Gifts Sat, Feb 22 ♦ 1-5:30 PM

Scan



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[Register](#)

Executive Director Training/HATS

During this class you will:

- ✓ Expand your skillset with new management techniques
- ✓ Build awareness of professional expectations
- ✓ Analyze your strengths through a self-assessment
- ✓ Network and build a professional safety-net group

Executive Director is a very challenging position for which few are properly trained or prepared. Explore the many aspects of the position and learn to use your strengths and mitigate your weaknesses.

Sustainability: Fundraising Part 2 Big Gifts

During this class you will:

- ✓ Develop a plan to triple your annual fundraising in five years
- ✓ Use innovative methods to generate private dollars
- ✓ Discover effective solicitation strategies
- ✓ Build a solid donor base
- ✓ Use a systematic approach for successful capital campaigns

Of the \$484.85 billion given to charity in 2021, individual giving accounted for 67% or \$326.87 billion. The wealthiest 12% of donors account for almost 88% of this giving. Your organization needs to have a plan to cultivate these major gifts.

Information Revolution Managing Technology

Mon, Feb 24 ♦ 5-9PM

Scan



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[Register](#)

During this class you will:

- ✓ Optimize internal and external communications
- ✓ Access fundraising applications and development tools
- ✓ Research for prospects and increase the value of your database
- ✓ Develop metrics and projections
- ✓ Use the internet efficiently to process/manage new information
- ✓ Apply internet skills to enhance your professional career
- ✓ Discover new philosophies concerning website ethics

New technologies can revolutionize the way your nonprofit operates, amplify your impact, optimize resources, and propel your mission, but you must understand their abilities, limitations and pitfalls. Using software, apps, freeware, and social networks — which are often free or discounted for nonprofits — can leverage your financial resources. Get the knowledge you need to excel.

Preferred Partners Program

Florida Nonprofits offers resources and discounts through our Preferred Partners, which are partnerships that save you money. For example, our partnership with First Nonprofit for the Unemployment Savings Program, has saved over \$2 million for Florida Nonprofits' Members.

Preferred Partners Program Offers Outreach for Our Partners and Discounts for Our Members

[Preferred Partners List](#)

[Become a Preferred Partner](#)



Become a Member

Membership Benefits A to Z

The screenshot shows a grid of 20 membership benefits, each with a small icon and text. At the bottom right, there are logos for HEARTS (Florida Heart & Lung Transplant Center) and Florida Nonprofits.

Membership Benefits

[Click to Read](#)

[Click to Hear](#)

WELCOME TO

FLORIDA ASSOCIATION OF NONPROFITS

Established 1990

How Curiosity and Creativity Can Foster Self-Aware Nonprofit Leaders



Tap into curiosity and creativity in nonprofit leadership and enhance your ability to be a clear and confident leader

When nonprofit leaders engage in the growth mindset, we get clear on our challenges. In the process, we also get clear on how we understand challenges. And as we get clear on our process of understanding, we come to know ourselves and others.

For nonprofit executive directors, this clarity is challenging to achieve while running an organization, raising money, and managing a staff and board. To add to this, the nonprofit sector is on the front lines of society's most critical issues. Leaders feel this responsibility keenly, and we are invested both personally and professionally in their work.

Board members and executive directors alike must make the time to get curious about how they operate and interact to move past many obstacles to success.

[Click to read about:
The Path to Curiosity](#)

Learn more about the many hats that an executive director wears by attending the Sunshine Certificate in Nonprofit Management class on Sat Feb 22 @ 1pm

How to Cultivate Big Donors with a Small Staff



Six strategies that can help nonprofits when embarking on major donor cultivation, even if your development department is tiny

Time is the most precious commodity in fundraising, especially when you operate with a small staff. Where to best invest your fundraising time is critical to success, yet it can be one of the hardest aspects of strategic fundraising.

Many fundraisers believe that focusing on major donors who can give bigger gifts, instead of communicating with a larger number of lower-capacity donors makes great sense, especially if they have a strong network of prospects to try and tap. But how do you go after these "big fish" when you have a tiny team?

No matter the size of your fundraising team, it is vital to understand your donor base, spend quality time with major donor prospects daily, and steward major donors long after first gifts are made to achieve fundraising success.

[Click to read about:
Six strategies for major donor cultivation](#)

Learn more about fundraising for big gifts by attending the Sunshine Certificate in Nonprofit Management class on Sat Feb 22 @ 1pm

These classes are held together on Feb 22

How to Start a Nonprofit Organization

Held on the first Friday of each month online or in-person (may also be scheduled to accommodate your schedule), this course covers the 32 points to consider before becoming a nonprofit, the type of nonprofit that best fits your particular mission, the requirements for incorporating a nonprofit that will collect charitable donations, IRS filings, the 11 areas of nonprofit management to master success, and more.

[**REGISTER**](#)

Florida Nonprofit Days in Tallahassee Tue Apr 1, 2025 & Wed Apr 2, 2025

- Meet Senators, Representatives and Administrative Personnel
- Experience the Process of Laws Being Made
- Learn to Use Advocacy for the Needs of Your Organization

More details will follow

[**members@fano.org**](mailto:members@fano.org)

Florida Association of Nonprofits, formerly FANO, is a statewide resource center and professional network of 501(c)(3) nonprofit organizations in Florida. Established by nonprofit leaders in 1989, it assists over 58,500 nonprofits across the state in achieving their missions by strengthening their leadership, management, financial stability, and advocacy efforts.

Tech Salaries Rise in Florida as AI Reshapes the Market

Florida has seen a significant increase in tech-related salaries, which grew by 34.8% from 2017 to 2024 and far exceeds the national average of 21.4% over that same period.

Source: Florida Trend

Growth Rate of Florida's Private School Vouchers is Cause for Alarm

With Florida's regular legislative session approaching and committee weeks already in full swing, Florida Policy Institute (FPI) and Education Law Center (ELC) are cautioning that their earlier predictions about the massive price tag for universal vouchers have come to fruition. Their new report points out that private school vouchers cost \$3.9 billion in the current fiscal year. When a universal voucher system was proposed in 2023 (House Bill-HB1), the think tanks had warned that such a program would cost \$4 billion. Over a four-year period, the share of state education formula dollars going to private education vouchers has nearly doubled.

Source: Florida Policy Institute

DeSantis Picks Florida Attorney General Moody to Succeed Rubio in the Senate

Gov. Ron DeSantis chose Florida Attorney General Ashley Moody to be the state's next senator, serving out the next two years of Sen. Marco Rubio's term. Rubio was nominated by President Donald Trump to serve as Secretary of State, leaving the choice of his replacement to DeSantis. Moody will serve until 2026, when the seat is up for election.

Source: Florida Trend

End-of-Year Report Summarizing 10 Years of Partnerships and Impact

In celebration of Florida Policy Institute's 10th anniversary, attended by Florida Association of Nonprofits, the organization recently released a report highlighting just a few of its priority initiatives over the past few years and the work done with partners to foster shared prosperity in Florida.

Source: Florida Policy Institute

Florida Among States with Highest Grocery Prices

Florida certainly has the title of being one of the lowest tax burdens for families, businesses, and consumers. However, when it comes to lower food cost, they line up as one of the worst. A new study by Food Label Maker (FLB) shows the Sunshine State ranks 39 out of 50 states that have lower grocery prices.

Source: Florida Policy Institute

Weekly Report Shows Florida's Jobless Claims Drop by Nearly 1,000

First-time unemployment claims dropped for the week ending Jan. 18 in Florida. The U.S. Department of Labor (DOL) reports there were 6,528 new unemployment benefit filings in the state that week. That's a drop of 997 claims from the week prior, before seasonal adjustments. The newest number is down from the 7,525 first-time claims for the week ending Jan. 11. That week signaled a return to normal staffing for many retailers in Florida that were coming out of the holiday shopping season.

Source: Florida Policy Institute

New Invasive Species Moving into Florida

Heads up Florida. Say hello to your new neighbor, the Asian swamp eel. The swamp eel is one of the latest — and unwelcome — invasive species seen in the Sunshine State and officials want the public's help to report sightings of the nocturnal fish that could be the latest threat to Florida's waterways and the Everglades.

Source: Florida Trend

How Nonprofits Can Embrace Technology to Deliver Excellence

How can nonprofits adapt to keep up with technology, given that the sector is often limited in budget and personnel?



Nonprofits must bridge the gap between their current resources and capabilities and the technological solutions that can help them deliver their mission faster and more efficiently. To remain successful, these organizations must ensure they are continually up-to-date with the most recent advancements and trends in technology, integrating it into various aspects of their operations.

Frugal innovation is one approach that can be adopted. It involves finding solutions for resource-constrained environments, which facilitates the adoption of existing technologies in a more affordable manner. This can include upcycling or repurposing older technology, such as reusing a laptop with an outdated operating system or using smartphones to conduct video interviews. Not only can this approach provide nonprofits with the tools they need to stay competitive, but it can also enable them to cut costs—freeing up resources to focus on their core mission.

[Click to read about:
The Value of Technology](#)

Learn more about the information revolution by attending the Sunshine Certificate in Nonprofit Management class on Mon Feb 24 @ 5pm

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