

Nonprofit Fundraising Mini-workshop

The Drake University Center for Professional Studies is pleased to offer a two-day workshop that brings a wide array of competencies supporting the art of nonprofit fundraising.

Program Topics:

- Understanding why people give
- Who gives and for what purposes
- Development Focus—creating a long-term relationship
- How the right mission sets the stage for success
- Annual fund strategies
- Major gift and planned giving strategies
- Capital campaign strategies
- How to maximize the effectiveness of volunteers

Program Designed for the Person Who...

- Is about to assume a role in fundraising
- Oversees fundraising functions
- Is a board member or a volunteer leading fundraising efforts
- Is currently working in the field and who seeks refresh
- Has aspirations of becoming a fundraising professional

Who will be facilitating?

Lance Noe, Director of the Drake University Center for Professional Studies teaches fundraising for the **Drake University Master of Public Administration** program—a course he developed specifically for the Des Moines area nonprofit community. In addition to teaching and writing on the topic, he has extensive application experience heading efforts to develop and facilitate annual fundraising and capital campaign programs for nonprofits.

When and Where and Cost?

The two-day program meets October 24th & 25th from 8:30am to 3:30pm at the Zimpleman Graduate and Professional Education Center, Aliber Hall, Drake University Campus. The fee is \$299.00 per participant and includes all learning materials. Payment can be made with credit card or by check made payable to: Drake University. Organizations sending learners may request an invoice from Drake University to facilitate payment.

For more information, contact Lisa Boes at 515.271.2592 or Lisa.Boes@drake.edu