



Fund Raising for Small Non-Profits

Comes to Skagit Valley College on November 5 & 6, 2008

Sponsored by: Skagit Valley College and Anacortes and Mount Vernon Chambers of Commerce

Fundraising strategies for small organizations and small budgets

The Indiana University's "Fund Raising School" helps thousands of staff and volunteers each year achieve new levels of success in fund raising. More than 600 national and local organizations have partnered with the "Fund Raising School" to deliver or sponsor courses tailored to meet specific needs. This is a high impact two-day course that is designed for staff and volunteers who work for organizations with budgets of less than \$1 million.

People attending this course will learn how to:

- ∞ Build a convincing case for financial support
- ∞ Select the donors and markets best suited to your nonprofit
- ∞ Choose the right fundraising vehicles for your organization
- ∞ Inspire the leadership potential of volunteers
- ∞ Create a fundraising process that works, but is attainable with limited resources.

What attendees say about Fund Raising for Small Non-Profits:

"The Fund Raising School course taught by Bob Schwartzberg has been the key factor in my organization's success. The skills and confidence gained from this course continue to pay huge dividends in my work for the literary arts, social justice and environmental responsibility. Bob is an exceptional educator. Before this course I dreaded "asking for money". Now I truly enjoy providing opportunities for people to become an intergral part of the solution to the many challanges facing our world. The course opened my mind."

Claudia Mauro, Executive Director, Whit Press, Seattle

"Taking Bob's fundraising course kicked our fundraising program into a whole new universe. We're now organized, more impassioned, and most importantly, we know how to cultivate and strengthen relationships with donors, and how to make the 'ask' in a way that keeps people involved and excited about our mission."

Victoria Compton, Executive Director, Westcott Bay Institute, Friday Harbor

"I believe the course targeting by both the school and the attendees, after taking the general review course, would be crucial. Many attendees might have expertise in some areas but not others, such as Major Gifts vs. Telemarketing. The challenge for the school is that the offerings must be diverse but must also be robust and in-depth when specializing in a particular fundraising discipline."

Jerry Riley, Director of Operations, Spring Street International School, Friday Harbor

Your instructor



Bob Schwartzberg, CFRE
Indiana University Center on Philanthropy & Director of Development, UW, Friday Harbor Laboratories Former Development Director for the National Crime Prevention Council & the Washington DC area YMCA. Bob has over 25 years experience in fundraising with both large and small organizations.

\$295

Includes two full days of training, valuable Study Guide
PLUS morning and afternoon refreshments and \$5 voucher for lunch in the SVC cafeteria

For more information or to register, contact:
SVC Business and Community Development at 360-416-7873 or www.svc-brc.com

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Skagit Valley College on November 5 & 6, 2008

\$295 for two full days of training & valuable Study Guide

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The Fund Raising School helps thousands of staff and volunteers each year achieve new levels of success in fund raising. Participants gain the knowledge needed to build your organization's resources with confidence and success in an ever-changing society.

Participants will receive:

- ∞ A comprehensive, easy-to-use Study Guide with models for future reference
- ∞ A chance to network with other professionals dealing with similar challenges
- ∞ Hands on experience in planning special events
- ∞ Interactive training on how to ask for contributions

Who should attend?

- ∞ Staff who must raise funds as well as oversee operations
- ∞ Board members and volunteers
- ∞ Anyone looking for a career in fund raising
- ∞ Seasoned development staff who want to hone their skills

More Testimonials for Fund Raising for Small Non-Profits

"Bob provides a real world application of fundraising in real time. I recommend one of Bob's trainings for any organization involved in social change. Bob gave me an injection of practical advice that is effective!"

Stephanie Buffum Field, Executive Director, Friends of the San Juans

"I sincerely found the course to be a tremendous learning experience. It opened my mind to a completely different way of viewing the fundraising process. As a result, I have been able to view my role in an entirely new light and be much more effective at what we do in our organization. Bob is a natural teacher who obviously loves to both instruct and to help others in achieving their goals. ...We all learn so much better when we are having a good time. He is a wonderful asset to your program and I have recommended your course to several other people as a result. Whenever anyone asks me how to raise funds for their cause, I always steer them directly to you guys."

Bud Anderson, Falcon Research Group, Bow

Located in the Multipurpose Room at Skagit Valley College 2405 East College Way, Mount Vernon WA

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www.svc-brc.com

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