



THE FUND RAISING SCHOOL

IU LILLY FAMILY SCHOOL OF PHILANTHROPY

2019 Schedule by Location

Course Offerings & Events

Date	Course	Location	Register
ATLANTA, GA			
March 18-20	Managing the Capital Campaign	Atlanta	Register
June 24-27	Principles & Techniques of Fundraising	Atlanta	Register
September 4-6	Developing Major Gifts	Atlanta	Register
CHICAGO, IL			
March 25-28	Principles & Techniques of Fundraising	Chicago	Register
April 24-26	Managing the Capital Campaign	Chicago	Register
June 10-12	Developing Major Gifts	Chicago	Register
July 15-18	Principles & Techniques of Fundraising	Chicago	Register
August 12-14	Planned Giving: Getting the Proper Start	Chicago	Register
Sept 30-Oct 1	Developing Annual Sustainability	Chicago	Register
October 14-17	Principles & Techniques of Fundraising	Chicago	Register
DENVER, CO			
April 8-9	Developing Annual Sustainability	Denver	Register
May 20-22	Developing Major Gifts	Denver	Register
June 19-21	Planned Giving: Getting the Proper Start	Denver	Register
Sept 30-Oct 3	Principles & Techniques of Fundraising	Denver	Register
DETROIT, MI			
September 16-19	Principles & Techniques of Fundraising	Detroit	Register
HOUSTON, TX			
February 25-27	Developing Major Gifts	Houston	Register
June 3-4	Developing Annual Sustainability	Houston	Register

September 9-11	Managing the Capital Campaign	Houston	Register
November 11-14	Principles & Techniques of Fundraising	Houston	Register

INDIANAPOLIS, IN

January 8-11	Principles & Techniques of Fundraising	Indianapolis	Register
January 14-16	Developing Major Gifts	Indianapolis	Register
January 28-29	Developing Annual Sustainability	Indianapolis	Register
February 11-14	Principles & Techniques of Fundraising	Indianapolis	Register
February 18-20	Developing Major Gifts	Indianapolis	Register
February 25-26	Fundraising for Small Nonprofits	Indianapolis	Register
March 11-13	Planned Giving: Getting the Proper Start	Indianapolis	Register
March 14-15	Proposal Writing and Grant Management	Indianapolis	Register
March 18-21	Principles & Techniques of Fundraising	Indianapolis	Register
March 28-29	Purposeful Boards, Powerful Fundraising	Indianapolis	Register
April 19-20	Nonprofit Management for the 21 st Century	Indianapolis	Register
April 24-26	Effective Marketing for Successful Fundraising	Indianapolis	Register
May 9-10	Fundraising for Small Nonprofits	Indianapolis	Register
May 31-June 1	Strategic Planning and Nonprofit Leadership	Indianapolis	Register
June 10-13	Principles & Techniques of Fundraising	Indianapolis	Register
June 17-18	Developing Annual Sustainability	Indianapolis	Register
June 24-26	Effective Leadership, Successful Fundraising	Indianapolis	Register
June 26-28	Managing the Capital Campaign	Indianapolis	Register
June 27-28	Leadership Roundtable	Indianapolis	Register
July 8-9	Engaging Women as Donors	Indianapolis	Register
July 18-19	Fundraising for Small Nonprofits	Indianapolis	Register
July 22-24	Developing Major Gifts	Indianapolis	Register
August 5-8	Principles & Techniques of Fundraising	Indianapolis	Register
August 19-21	Developing Major Gifts	Indianapolis	Register
September 4-6	Planned Giving: Getting the Proper Start	Indianapolis	Register

September 16-17	Proposal Writing and Grant Management	Indianapolis	Register
September 23-26	Principles & Techniques of Fundraising	Indianapolis	Register
October 7-9	Effective Marketing for Successful Fundraising	Indianapolis	Register
October 21-22	Fundraising from the Business Sector	Indianapolis	Register
October 28-29	Fundraising for Small Nonprofits	Indianapolis	Register
November 4-7	Principles & Techniques of Fundraising	Indianapolis	Register
November 11-13	Developing Major Gifts	Indianapolis	Register
November 18-19	Developing Annual Sustainability	Indianapolis	Register
December 4-6	Developing Major Gifts	Indianapolis	Register
December 9-12	Principles & Techniques of Fundraising	Indianapolis	Register

KANSAS CITY, KS

April 15-18	Principles & Techniques of Fundraising	Kansas City	Register
July 29-31	Developing Major Gifts	Kansas City	Register

LOS ANGELES, CA

February 25-28	Principles & Techniques of Fundraising	Los Angeles	Register
September 9-11	Developing Major Gifts	Los Angeles	Register

MIAMI, FL

January 23-25	Effective Leadership, Successful Fundraising	Miami	Register
March 4-6	Developing Major Gifts	Miami	Register
October 7-10	Principles & Techniques of Fundraising	Miami	Register

MINNEAPOLIS, MN

July 8-11	Principles & Techniques of Fundraising	Minneapolis	Register
August 26-28	Managing the Capital Campaign	Minneapolis	Register
October 2-4	Developing Major Gifts	Minneapolis	Register

NEW ORLEANS, LA

September 16-19	Principles & Techniques of Fundraising	New Orleans	Register
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NEW YORK, NY

February 11-13	Developing Major Gifts	New York	Register
October 21-24	Principles & Techniques of Fundraising	New York	Register

ONLINE

January 7-March 1	Principles & Techniques of Fundraising	ONLINE	Register
February 4-March 1	Developing Annual Sustainability	ONLINE	Register
March 4-April 26	Principles & Techniques of Fundraising	ONLINE	Register
April 1-May 10	Planned Giving: Getting the Proper Start	ONLINE	Register
April 1-26	Program Evaluation for Mission Impact	ONLINE	Register
May 6-June 14	Developing Major Gifts	ONLINE	Register
June 3-July 26	Principles & Techniques of Fundraising	ONLINE	Register
June 3-28	Nonprofit Management for the 21 st Century	ONLINE	Register
June 17-July 12	Proposal Writing and Grant Management	ONLINE	Register
August 5-30	Strategic Planning and Nonprofit Leadership	ONLINE	Register
August 5-30	Developing Annual Sustainability	ONLINE	Register
Aug 5-Sept 13	Planned Giving: Getting the Proper Start	ONLINE	Register
Sept 9-Nov 1	Principles & Techniques of Fundraising	ONLINE	Register
Oct 7-Nov 15	Developing Major Gifts	ONLINE	Register
October 14-25	Digital Fundraising	ONLINE	Register
November 4-29	Financial Analysis for Nonprofit Leaders	ONLINE	Register
PHOENIX, AZ			
February 4-7	Principles & Techniques of Fundraising	Phoenix	Register
September 23-24	Developing Annual Sustainability	Phoenix	Register
November 4-6	Developing Major Gifts	Phoenix	Register
PORTLAND, OR			
January 23-25	Developing Major Gifts	Portland	Register
August 19-22	Principles & Techniques of Fundraising	Portland	Register
ROCHESTER, MI (DETROIT)			
April 23-26	Principles & Techniques of Fundraising	Rochester	Register
SAN FRANCISCO, CA			
January 22-25	Principles & Techniques of Fundraising	San Francisco	Register
April 8-10	Developing Major Gifts	San Francisco	Register
July 29-August 1	Principles & Techniques of Fundraising	San Francisco	Register
WASHINGTON, D.C.			

March 11-12	Developing Annual Sustainability	Washington, D.C.	Register
April 29-May 2	Principles & Techniques of Fundraising	Washington, D.C.	Register
May 20-22	Planned Giving: Getting the Proper Start	Washington, D.C.	Register
June 26-28	Developing Major Gifts	Washington, D.C.	Register
August 26-29	Principles & Techniques of Fundraising	Washington, D.C.	Register
October 9-11	Managing the Capital Campaign	Washington, D.C.	Register

WEBINARS

February 14	Advice from the Funders	WEBINAR	Register
May 9	Board Engagement with Fundraising	WEBINAR	Register
September 12	End-of-Year Fundraising Online	WEBINAR	Register
December 12	Launching the Public Phase of Your Capital Campaign	WEBINAR	Register



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