Our alumni meet or exceed their fundraising goals at a higher rate than the national average.
HOW DO I...

track grant deadlines?
budget for fundraising growth?
prepare for year-end giving?

Make achieving your organization’s goals easier with valuable resources from The Chronicle of Philanthropy.

Webinars  Reports  Data  Tool kits  Grants

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Receive a 15% discount* on the standard rate when you subscribe.

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*Offer only valid for first-time subscribers or anyone who has not had an active subscription in the past six months.
From the neighborhood nonprofit to NGOs around the world, with a wide range of charitable organizations in between, The Fund Raising School is a well-regarded and trustworthy source of fundraising training – grounded in relevant research and proven best practice.

Nearly five decades of results speak for themselves. Our alumni meet or exceed their fundraising goals at rates higher than the national average. Why? Well, 95 percent of our alumni gain a comprehensive understanding of fundraising strategies and techniques, and 97 percent gain increased confidence to fundraise effectively.

Why do nonprofit leaders send their fundraising staff to The Fund Raising School?

Learn from our expert instructors who have significant practical experience. They have held responsibilities similar to yours. They know your opportunities. They have faced your challenges.

Learn also from your classmates who work across the nonprofit sector from different regions, and even different countries, in a peer-to-peer environment that deepens your training experience.

Use templates from each course to train your board and your staff. Importantly, all courses end with you writing a customized action plan so that you can immediately implement what you learn and start your organization on a path towards raising more money.

Fundraising is challenging, worthy work – and with The Fund Raising School, you’ll be ready to move your organization forward!

An experienced fundraising professional, Emily Heaton Miller has worked at Hear Indiana for almost three years. Her organization serves children with hearing loss who communicate through listening and spoken language, by providing hope, education, advocacy, and resources to families throughout the state of Indiana. She has received her CFRM from The Fund Raising School and is a recipient of the Dottie Rosso Scholarship.

Miller has also benefitted from learning from other nonprofit professionals at The Fund Raising School. She has been able to implement some of their ideas in coming up with creative ways to thank and retain Hear Indiana’s donors.

“The classes I’ve taken from The Fund Raising School have helped me to revisit and revamp the long-term vision for our development plan, as well as reinforced the importance of connecting with donors on a personal level. Last year, our annual fund raised 30% more support than the prior year. There is still a long way to go, but I’m proud of the progress we have made toward ensuring that Hear Indiana will be able to support families and children for years to come!”
If you are an experienced fundraiser with significant expertise, then The Fund Raising School has a professional development opportunity designed especially for you!

The Leadership Roundtable presents new information on the latest trends in philanthropy such as fundraising from donor-advised funds, social innovation funding, fundraising from millennials, and new knowledge on the techniques that work best based on gender, diversity, faith, and other donor traits.

You have the fundraising expertise, but you still – and will always – need the latest information and research as you sharpen your fundraising and leadership abilities. Don’t miss this unique opportunity to take your fundraising and your leadership to the next level.

The Fund Raising School’s Leadership Roundtable

If you are an experienced fundraiser with significant expertise, then The Fund Raising School has a professional development opportunity designed especially for you!

The Leadership Roundtable presents new information on the latest trends in philanthropy such as fundraising from donor-advised funds, social innovation funding, fundraising from millennials, and new knowledge on the techniques that work best based on gender, diversity, faith, and other donor traits.

You have the fundraising expertise, but you still – and will always – need the latest information and research as you sharpen your fundraising and leadership abilities. Don’t miss this unique opportunity to take your fundraising and your leadership to the next level.

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<td>Miami, FL</td>
<td>January 25-26, 2018</td>
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<td>Indianapolis, IN</td>
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**Registration:** 
$599 [ $399 for CFRM or academic alumni of IU Lilly Family School (or Center) of Philanthropy]

Register: philanthropy.iupui.edu/roundtable
**Daily Schedule**
Four days, 8:30 a.m. to 5 p.m.

**Tuition**
$1,595

**Online Course Tuition**
$1,645

27.0 hours/27.0 CFRE education points

Principles & Techniques of Fundraising

Our signature foundation course instills a systematic approach to ethical fundraising, teaching you the essential strategies and skills that you need to fundraise successfully.

Learn how to make your case, identify which methods work for which donors, and develop the techniques that produce the best results for individuals, foundations, and corporations. Gain the skills, tools and confidence you need to succeed, all in an ethical framework that includes your board, staff colleagues, volunteers, and donors.

You will return to your organization with a detailed action plan that you can implement right away to start raising more money!

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### Locations and Dates

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<tr>
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**Online**
March 5-April 27, 2018
June 4-July 27, 2018
Sept. 10- Nov. 2, 2018

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While we recommend starting with “Principles and Techniques of Fundraising,” you can start with the course that best fits your needs and schedule.

The online version of this course is designed for highly self-motivated, independent learners who are comfortable with technology and can meet weekly assignment deadlines. Using your own organization as case examples, you will learn and apply fundamental principles and techniques through weekly structured modules. Course activities include reading, narrated presentations, forum discussions, written assignments, and design of a sample fundraising plan. You will interact with faculty members regularly through email, and forums for feedback on progress.

**Successful completion involves regular participation and submission of all course activities on time.**
TAKE THE NEXT STEP: Earn Your Credential!

Our Certificate in Fund Raising Management (CFRM) is an internationally-recognized credential that tells the world that you have the expertise and commitment to fundraise effectively.

Start with Principles and Techniques of Fundraising, and then complete three of our other four core courses:

- Developing Major Gifts
- Developing Annual Sustainability
- Managing the Capital Campaign
- Planned Giving: Getting the Proper Start

You can earn the CFRM in-person or online. It’s also available as a custom training for your organization or in your local region (see page 16).
Developing Major Gifts

All charitable organizations – small and large – are capable of securing the major gifts that are crucial to long-term success. Learn how to utilize your existing list of donors to plan for, solicit and steward transformative gifts. Our eight-step Major Gifts Cycle has been created just for you! You’ll learn how to discern donor motivations, create meaningful relationships, craft individualized cultivation plans, and effectively negotiate the major gift.

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Developing Annual Sustainability

If you already have too many donors, then this course is not for you! The annual fund is the lifeblood of a nonprofit’s annual budget. In this course, you will learn how to build an annual fund from start to finish: crafting a case for support, forecasting based on data-driven goals, matching donor segments with solicitation strategies, and involving volunteers to maximize results – all while assuring your donors that their support is making a real difference for your organization.

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NEW CITY

NEW CITY
“There are very few high quality training programs for professionals at the higher levels of nonprofit organizations. The Fund Raising School’s course on Developing Major Gifts not only helped me engage with best practices in the field of development, it also allowed me the rare opportunity to connect with top development professionals from around the country. I not only have new skills that directly benefit my small nonprofit, I also have a community of support to help me continue to do my job better.”

Erika Halstead
Executive Director
Minds Matter NYC

Visit philanthropy.iupui.edu/thefundraisingschool for detailed course information and to register. Payment is due prior to the day the course begins.
Managing the Capital Campaign

A capital campaign can be an exciting, visible way to expand your organization’s prominence and reach, but only if you plan properly and follow through effectively. Doing so will require significant new funding raised with new fundraising strategies and skills. This course explores the real-world conditions that you need to address for your organization to prepare for a capital campaign, as well as the five key phases of a capital campaign, including “comprehensive campaigns” that raise funds for equipment, endowments, and special projects. You also will learn how to involve donors and volunteers to build a collaborative effort toward a successful capital campaign.

Planned Giving: Getting the Proper Start

If the thought of planned giving gives you a headache, you aren’t alone! There’s no denying that planned gifts can be complicated, but they are a critical piece of a successful development program, and many planned gifts are relatively easy to implement. In fact, experts suggest that planned giving holds the greatest potential for expanding fundraising and philanthropy.

Our faculty are expert practitioners who can demystify planned giving and help you understand the different planned giving options to discuss with your donors – by showing how planned gifts can benefit them now, as well as serve your organization in the future. You will improve your ability to help donors achieve their long-term philanthropic goals while understanding how best to work with legal and financial professionals to match the right planned giving instrument with the right donor.

Daily Schedule
Three days, 8:30 a.m. to 5 p.m.

Tuition
$1,295

20.25 hours/20.25 CFRE education points

Daily Schedule
Three days, 8:30 a.m. to 5 p.m.

Tuition
$1,295

Online Course Tuition
$1,345

20.25 hours/20.25 CFRE education points

Locations

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Visit philanthropy.iupui.edu/thefundraisingschool for detailed course information and to register. Payment is due prior to the day the course begins.

“The Fund Raising School provided me with excellent educational opportunities that enhanced my skills and connected me with other professionals from across the country. The ability to learn and share with fundraising professionals from different non-profit sectors in a creative and interactive learning environment has proven invaluable. I have left each class with a renewed energy for the philanthropy field and tools to help the organization I work for continue to meet and exceed its mission driven sustainability goals.”

Jennifer Turner
Director of Development
Indiana Repertory Theatre
Proposal Writing and Grant Management

Knowing how to write a compelling grant proposal can actually do more harm than good if you do not also know how to manage grant dollars. While this course teaches the critical skill of writing effective grant proposals, you will also take the next step and learn how to properly steward and report on the grants you receive. This course will help you tackle the grant process, from researching and building relationships with funders that fit your organization, to writing a compelling grant proposal, and managing the grant responsibly.

Effective Marketing for Successful Fundraising

Through effective fundraising marketing, donors receive consistent, compelling messages that build trust, deepen understanding, and strengthen involvement and support for the mission, especially during times of crisis. You will learn to apply key marketing strategies specifically to fundraising, including developing print, digital, and event-based media to meet specific development goals. You will also learn to communicate these messages to constituencies and media outlets effectively in good times and in crisis, and further develop metrics and strategies for measuring effectiveness.

Fundraising for Small Nonprofits

You might be by yourself, but you need not be alone. Based on the best practices of fundraisers who have enjoyed success at small nonprofits, this course provides you with time-saving methods designed for smaller nonprofits with one (or fewer!) full-time fundraisers. You will learn a simple six-step framework, and explore how to recruit and utilize board members, volunteers, and even donors to help you meet your fundraising goals.

Digital Fundraising

Fundraising is based on relationships. So how can you use email, online tools, and social networking sites effectively as part of an integrated fundraising strategy? Review the array of tools available for connecting with your donors online—including email, websites, Facebook, Twitter, crowdfunding, images, video, and mobile. We take a look at what each tool will and will not do—and give you practical advice for creating a solid strategy for building relationships and donations for your organization.
“The materials were really solid and valuable. There were many aspects I could bring back to my team. We tackled many topics we deal with day to day. One of the most meaningful components was the group dynamic and dialogue. I walked away with 20 new contacts and expanded my professional network.”

Anand Varghese
Director of Individual Giving, Greater Chicago Food Depository
Chicago, Illinois
Many of the skills and traits associated with successful fundraising can be utilized for effective leadership. Explore how to develop a compelling vision, and then discover how to translate that vision into action and results. Learn how to hire the best staff and employ proven methods for staff management while you lead up to your supervisor and board of directors. Whether you currently are in a leadership position or aspire to be, this course will teach you how to lead with confidence!

**Engaging Women as Donors**

Gifts from individual females accounted for more than $18 billion in publicly announced contributions from 2000-2013. Research has demonstrated that men’s and women’s motivations for and patterns of giving differ. Thus, what works for men in philanthropy may not work for women. This unique course pairs the Women’s Philanthropy Institute with TFRS to help you challenge assumptions, understand and change attitudes and behaviors, and overcome organizational barriers to create an action plan for success engaging women as donors.

**Effective Leadership, Successful Fundraising**

Many of the skills and traits associated with successful fundraising can be utilized for effective leadership. Explore how to develop a compelling vision, and then discover how to translate that vision into action and results. Learn how to hire the best staff and employ proven methods for staff management while you lead up to your supervisor and board of directors. Whether you currently are in a leadership position or aspire to be, this course will teach you how to lead with confidence!

**Investing for Impact**

A growing number of foundations are moving beyond grant making to fund innovative projects with program related investments. These impact investment strategies support creative ideas and enhanced efficiencies while producing a financial return for nonprofits and their investors. Fundraisers and foundations need to stay on the leading edge of this emerging trend. Learn why foundations are choosing this pioneering approach, how to speak the language of financial and social impact, and how to enhance the mission of your foundation or nonprofit with financial returns from impact investments.

**Fundraising from the Business Sector**

Understanding donor motivation is an essential skill in fundraising, and knowing the unique reasons why for-profit companies donate to nonprofits is crucial for fundraising from the business sector. Learn how to develop win-win opportunities for businesses to support your philanthropic organization as you practice speaking the language that business leaders understand. Gain skills and confidence that can increase the funding that you receive from local and national corporations.
Certificate in Nonprofit Executive Leadership

Leading a 21st-century nonprofit means making decisions based on research, data, experience, and vision at a level available only through The Fund Raising School and its partner, IU Executive Education at the School of Public and Environmental Affairs.

Through discussions of real-world issues, you’ll build your skills in governance, accountability, collaboration, compliance, and leadership as you earn the Certificate in Nonprofit Executive Leadership.

The Certificate in Nonprofit Executive Leadership is offered by The Fund Raising School, an international leader in fundraising training and professional development, and the IU Executive Education at the School of Public and Environmental Affairs, a nationally ranked leader in nonprofit management education. This innovative collaboration allows for an affordable certificate designed for mid- and upper-level nonprofit leaders and those aspiring to leadership positions.

You must complete all four seminars to earn the certificate. They are:

- Financial Analysis for Nonprofit Leaders
- Nonprofit Management for the 21st Century
- Program Evaluation for Mission Impact
- Strategic Planning and Nonprofit Leadership

Financial Analysis for Nonprofit Leaders

Our research* shows that unlike a few years ago, your nonprofit is striving beyond merely surviving to being financially sustainable. What’s your role in this vision? You’ll leave this course with a confident understanding of budget and financial strategies, risk and cash flow management, debt-to-income ratio, and funding dynamics. No prior financial experience needed!

*The Moody’s Foundation, co-sponsored by the Indiana University Lilly Family School of Philanthropy, 2011

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Nonprofit Management for the 21st Century

As a member of the management team, you must establish the strategic direction of your organization, and inspire your staff and volunteers to follow. You’ll find yourself rejuvenated and empowered through this forward-thinking leadership course.

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Visit philanthropy.iupui.edu/thefundraisingschool for detailed course information and to register. Payment is due prior to the day the course begins.
Program Evaluation for Mission Impact

Transparency and measurement are today’s nonprofit watchwords. With this course, you’ll be able to measure the effectiveness and relevance of your programs through best practices and standards, clearly showing donors how their gifts are making your mission possible.

Daily Schedule
Two days, 8:30 a.m. to 4:30 p.m.

Tuition
$895

Online Course Tuition
$1,050

Strategic Planning and Nonprofit Leadership

Does your strategic plan sit on a shelf untouched? Is it more tactical than visionary? This course will equip you to lead an effective—and truly strategic—planning process.

Daily Schedule
Two days, 8:30 a.m. to 4:30 p.m.

Tuition
$895

Online Course Tuition
$1,050

Visit philanthropy.iupui.edu/thefundraisingschool for detailed course information and to register. Payment is due prior to the day the course begins.
During our last grant cycle, we had 32 local nonprofits submit proposals for funding. While they were all worthwhile causes, we just didn’t have the dollars to support them all. Our staff began brainstorming ways in which we could support local needs on a larger scale. What better way to help nonprofits serve our community than to strengthen the nonprofit organizations themselves? We are so grateful for our recent partnership with The Fund Raising School and the impact it will have on our community.

Forty Boone County leaders now have the knowledge and credentials to take their programs to the next level.

Kristi Reynolds
President & CEO
Community Foundation of Boone County
Lebanon, Indiana

The Community Foundation of Boone County partnered with The Fund Raising School to sponsor the Certificate in Fund Raising Management in their community in 2017.

Visit philanthropy.iupui.edu/thefundraisingschool for detailed course information and to register. Payment is due prior to the day the course begins.
Instead of sending your entire staff, board, or community to The Fund Raising School’s courses, invite The Fund Raising School to come to you! This training option can be tailored to your specific needs and is much more cost effective than sending a large number of people to our public courses.

We have four options for you to consider:

**Host Our Full Courses**
Select any of the courses listed in this directory, and our instructors will come to the location of your choice to teach your staff, board, and volunteers, as well as nonprofits in your community or members of your association – with significant cost savings.

**Customized Training**
We also offer fully-customizable training to address the specific challenges and opportunities facing your organization. Tell us what you need, and we will design and deliver responsive fundraising training just for you. While The Fund Raising School is ready and able to serve organizations of all sizes and levels of ability, this custom training option also is beneficial to advanced fundraising operations that are ready for the next level of deeper fundraising training.

**Sponsor the Certificate in Fund Raising Management (CFRM)**
If you are interested in strengthening fundraising throughout your community, The Fund Raising School can package four courses leading to our highly-regarded Certificate in Fund Raising Management and offer those courses at a significant group discount for the nonprofits in your city, county, or region. The total cost to you, as the host organization, can be minimal (and even zero!) depending on the registration fee that you decide to charge.

**Higher Education Fundraising**
The landscape of higher education fundraising is changing rapidly, and at The Fund Raising School—housed within the Lilly Family School of Philanthropy—we speak your language. We not only have been there, we are there, with first-hand knowledge of the distinct aspects of higher education fundraising.

College and university fundraising no longer is a responsibility reserved only for the president and the development staff. More than ever before deans, chancellors, and other top administrators need to be fully engaged for a fundraising campaign to enjoy success.

In our customized course for deans and other top administrators, your school’s top leaders will learn how to think strategically about fundraising, their unique roles and responsibilities in the fundraising process, and how they effectively can manage and serve alongside their development staff in a comprehensive fundraising operation.

The higher education professionals at The Fund Raising School are available to deliver this customized course on your campus or retreat site. Our custom training is tailored to help presidents, chancellors, deans, board members, and other senior leaders become more engaged in fundraising for your school.

If you’re interested in any of these customizable options, please contact us at 800-962-6692 or tfrs@iupui.edu.
“As the Executive Vice President for a small nonprofit with an international mission I wear many hats in the organization, which means I have many priorities in addition to driving our fundraising efforts. At every class I have taken at The Fund Raising School I learn practical tools to help focus our fund raising programs. These tools have enabled me to focus the right ask to the right donor group. The Fund Raising School is my go to for professional development.”

John Martin
Executive Vice President
Human Life International
The Fund Raising School has created a series of webinars for fundraising professionals. Highlighting the latest research from the Lilly Family School of Philanthropy and addressing the most pressing issues in the field, the webinars offer an affordable and unique learning experience for fundraisers of all experience levels.

**All webinars are on Thursdays from 12:00 PM to 1:00 PM (Eastern Time) and cost $19.74, in honor of the year The Fund Raising School was founded.**

### February 8, 2018: Diversity and Fundraising

The Fund Raising School’s webinar, “Diversity and Fundraising,” on Thursday, February 8, 2018, at 12pm (EST), will feature Dr. Tyrone Freeman and his new research on giving trends of African American donors. With historical context, current data, and fundraising implications, this webinar will help you better understand how your organization might most effectively serve a diverse range of donors.

### May 10, 2018: Fundraising from Donor-Advised Funds

“Fundraising from Donor-Advised Funds,” on Thursday, May 10, 2018, at 12pm (EST), will feature Dr. Una Osili who will present an overview of donor-advised funds and their rapid expansion. Dr. Osili will review the growth of donor-advised funds and discuss how these funds are changing the philanthropic landscape. By the end of this webinar, you will have a clear understanding of the role of donor-advised funds and how fundraising professionals and nonprofit leaders can best attract grants from donor-advised funds.

### September 13, 2018: Art of Fundraising

Fundraising is the “gentle art of teaching the joy of giving!” In “Art of Fundraising” on Thursday, September 13, 2018, at 12pm (EST), learn from Dr. Sara Konrath how traits and skills such as emotional intelligence, empathy, and active listening are essential for the art of fundraising. Understand how you can look for these personal attributes when hiring staff and how you can train yourself and others to become skilled in the art of fundraising.

### December 13, 2018: Fundraising in the Work Place

“Fundraising in the Work Place,” on Thursday, December 13, 2018, at 12pm (EST), will feature Dr. Gen Shaker and her research on workplace giving. Work place giving campaigns are common, but take many different forms. From campaigns to encourage nonprofit employees to give to their employer to campaigns lead by employees and endorsed by corporate leaders, learn about the landscape of work place giving. This webinar will explore how donors behave in the work place and offer advice for launching a successful work place campaign.

To register for a webinar, visit [www.philanthropy.iupui.edu/thefundraisingschool](http://www.philanthropy.iupui.edu/thefundraisingschool)

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### The Fund Raising School Mobile App

Digitization is an important opportunity for professional fundraisers. The Fund Raising School recognizes the importance of online engagement and the power of solid e-strategy. So, we’ve created a new mobile app! This app is a new pocket tool for fundraisers and includes an electronic course directory, the latest research findings from the IU Lilly Family School of Philanthropy, and much more! This free app is available for both Apple and Android mobile devices.

### First Day Podcast from The Fund Raising School

Stay up to date on the latest from The Fund Raising School with the First Day Podcast. This weekly podcast series is a new resource for fundraisers available through The Fund Raising School Mobile APP. Download the mobile app and start listening today!
“My experience at The Fund Raising School’s Developing Major Gifts course was by far the best professional development experience in my career to date. It all started with the DISC assessment. Having the ability to go through that process and come out of it with a better understanding and sense of my communication style was immeasurable! I say the experience was immeasurable because it has helped me become better in fundraising as I now understand the communication styles of potential funders and donors that I’m meeting with. I’m now able to devise a plan, pre and post meeting for cultivation, solicitation and stewardship all by simply understanding the communication style of the donor or funder that I’m meeting with. I’m forever grateful for my experience at The Fund Raising School. It was an experience that was both informative and transformative.”

Shawn Brown
Boston Executive Director Youth Guidance
Becoming A Man (BAM)
Boston, MA

Visit philanthropy.iupui.edu/thefundraisingschool for detailed course information and to register. Payment is due prior to the day the course begins.
Take Your Education Further with the IU Lilly Family School of Philanthropy

Degrees offered

**Bachelor of Arts in Philanthropic Studies**
Offering the first degree of this kind in the world, the Lilly Family School of Philanthropy prepares graduates to compete for jobs in prestigious organizations or for graduate school.

**Master of Arts in Philanthropic Studies**
Beyond the “how” of nonprofit management, this program teaches the “why”—the social, cultural, political, and economic roles of philanthropy and nonprofits.

**Ph.D. in Philanthropic Studies**
This program prepares students as researchers and scholars as well as for leadership roles within philanthropy, higher education, and nonprofits. The flexibility within this degree allows students to integrate individual interests and to convert knowledge into social action.

Learn more: [philanthropy.iupui.edu/academics](philanthropy.iupui.edu/academics)

**Online Master’s Option:**
Complete your degree from anywhere in the world

The idea of starting a master’s program might seem overwhelming, but completing classes online makes it manageable for those who work full time or don’t live in the Indianapolis area. You receive the same degree and are taught by the same faculty as the students who come to Indianapolis to learn. Our online option ensures the same quality but offers more flexibility.

Learn more: [philanthropy.iupui.edu/academics/MA](philanthropy.iupui.edu/academics/MA)

**Work-Life Balance/Distance Learning Options**

**Executive Master’s Degree in Philanthropic Studies**
Our executive master’s students, just like you, go to work every day to make a difference and want to understand the social cultural, political and economic roles played by philanthropy and nonprofit organizations. You can earn the master’s degree within three to five years through online and/or face-to-face classes.

Learn more: [philanthropy.iupui.edu/academics/exma](philanthropy.iupui.edu/academics/exma)

**Executive Certificate in Religious Fundraising**
Offered through the Lake Institute of Faith and Giving, this four-day course offers clergy expertise in fundraising principles and the knowledge to train others.

Learn more: [philanthropy.iupui.edu/the-lake-institute](philanthropy.iupui.edu/the-lake-institute)

**Graduate Certificate in Philanthropic Studies**
Designed as a complement to professional or graduate work in a related field, this certificate introduces students to the critical issues of philanthropic practices.

Learn more: [philanthropy.iupui.edu/academics/graduate_certificate](philanthropy.iupui.edu/academics/graduate_certificate)
## Certificate in Fund Raising Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Atlanta, GA</th>
<th>Chicago, IL</th>
<th>Dallas, TX</th>
<th>Denver, CO</th>
<th>Indianapolis, IN</th>
<th>Miami, FL</th>
<th>Minneapolis, MN</th>
<th>Phoenix, AZ</th>
<th>Rochester, MI</th>
<th>San Francisco, CA</th>
<th>Washington, DC</th>
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<tbody>
<tr>
<td>Principles &amp; Techniques of Fundraising</td>
<td>$1,595</td>
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<td></td>
<td></td>
<td>Jan. 8-11</td>
<td>Oct. 8-11</td>
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<td>Jan. 22-25</td>
<td>May 21-24</td>
<td>March 5-April 27</td>
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<td>Developing Annual Sustainability</td>
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<td>$1,295</td>
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<td>Jan. 29-30</td>
<td>Mar. 5-8</td>
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<td>Sept. 17-20</td>
<td>Aug. 27-30</td>
<td>June 4-July 27</td>
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<td>Developing Major Gifts</td>
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<td>June 7-8</td>
<td>May 8-12</td>
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<td>Apr. 1-13</td>
<td>Oct. 1-2</td>
<td>Sept. 10-Nov. 2</td>
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<td>Managing the Capital Campaign</td>
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<td>May 7-8</td>
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<td>Apr. 23-25</td>
<td>Apr. 2-27</td>
<td>Oct. 2-27</td>
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<td>Planned Giving: Getting the Proper Start</td>
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<td>Oct. 22-24</td>
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<td>Aug. 6-Sept. 14</td>
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## Certificate in Nonprofit Executive Leadership

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<th>Course</th>
<th>Indianapolis, IN</th>
<th>Miami, FL</th>
<th>Minneapolis, MN</th>
<th>Phoenix, AZ</th>
<th>Rochester, MI</th>
<th>San Francisco, CA</th>
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<tr>
<td>Financial Analysis for Nonprofit Leaders</td>
<td>$895</td>
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<tr>
<td>Program Evaluation for Mission Impact</td>
<td>$895</td>
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<tr>
<td>Strategic Planning &amp; Nonprofit Leadership</td>
<td>$895</td>
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<td>Nonprofit Management for the 21st Century</td>
<td>$895</td>
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- **Indianapolis, IN:**
  - Program Evaluation for Mission Impact: April 20-21
  - Strategic Planning & Nonprofit Leadership: Sept. 14-15
  - Nonprofit Management for the 21st Century: Dec. 7-8

- **ONLINE:**
  - Financial Analysis for Nonprofit Leaders: May 29-June 22
  - Program Evaluation for Mission Impact: October 1-26
  - Strategic Planning & Nonprofit Leadership: April 2-27
  - Nonprofit Management for the 21st Century: August 6-31
<table>
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<tr>
<th>Specialty Courses</th>
<th>Location</th>
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<tr>
<td>Proposal Writing and Grant Mgmt.</td>
<td>Chicago, IL</td>
<td>Mar. 15-16</td>
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<tr>
<td>Effective Marketing/Successful Fundraising</td>
<td>Indianapolis, IN</td>
<td>Sept. 20-21 Apr. 11-13 Oct. 8-10</td>
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<td>Fundraising for Small Nonprofits</td>
<td>New Albany, IN</td>
<td>January 22-23</td>
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<td>Digital Fundraising $1040</td>
<td>ONLINE</td>
<td>June 18-July 13 Oct. 15-26</td>
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<tr>
<td>Engaging Women as Donors $990</td>
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<td>Effective Leadership, Successful Fundraising $990</td>
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<td>Investing for Impact $990</td>
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<td>Fundraising from the Business Sector $990</td>
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<td>Indianapolis, IN June 28-29, 2018</td>
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<td>Miami, FL Jan. 25-26, 2018</td>
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<td>Diversity and Philanthropy February 8, 2018</td>
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<tr>
<td>Donor-Advised Funds May 10, 2018</td>
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<tr>
<td>Art of Fundraising September 13, 2018</td>
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<td>Fundraising from the Work Place December 13, 2018</td>
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**To register:**
1. Go to www.philanthropy.iupui.edu
2. Choose PROFESSIONAL DEVELOPMENT along the top menu bar.
3. Choose Courses & Seminars from the drop down menu.
4. Click on the course title.
5. Choose the REGISTER button next to the location and date you prefer.
6. Sign in to your account or create a new one.
7. Complete the information on three screens, enter your form of payment (credit card, purchase order, or select “I will pay later” if your organization prefers to pay by check)
8. After reviewing and agreeing to the terms and conditions, choose SUBMIT.

You will receive immediate email confirmation when you register, then a follow-up email with course logistics and hotel information within 2 business days.

**Payment must be received prior to the start of the course. All cancellations and transfers are subject to an administrative fee of $275.**
97% of alumni reported having increased confidence in their work after taking The Fund Raising School courses.