Courses available in 17 cities and online!

The Fund Raising School®

2019 COURSE DIRECTORY

New Course
Purposeful Boards, Powerful Fundraising
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Leadership Roundtable
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CFRM Recipient, Pazit Levitan, featured on page 5

IUPUI THE FUND RAISING SCHOOL
LILLY FAMILY SCHOOL OF PHILANTHROPY
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.

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

Subscribe today at: Philanthropy.com/LillySchool

*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!

The Fund Raising School can serve you in many ways:

- In-person in one of 17 U.S. cities;
- Online over several weeks; or
- In-person at your organization and in your community (see page 16)

### Purposeful Boards, Powerful Fundraising

Fundraising success depends on organization-wide efforts from the leadership of the board to the dedication of front-line staff. This course is specifically designed to address the role the board plays in fundraising and how to best structure the organization to support this role. Board members and staff will work collaboratively to develop an action plan to improve the culture of philanthropy in your organization, improve board recruitment and training, and ensure the organization has a solid case for support.

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<td>March 28-29, 2019</td>
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The Fund Raising School's Leadership Roundtable

The latest information from the resource you trust!

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 leadership to the next level!

Locations
Indianapolis, IN

Dates
June 27-28, 2019

Registration:
$599 [$399 for CFRM or academic alumni of IU Lilly Family School (or Center) of Philanthropy]
Register: philanthropy.iupui.edu/roundtable

“As an experienced fundraiser, the Leadership Roundtable is the one event I attend each year that teaches me something new.”

- Vicki Pugh, Vice President for Development, Palm Beach Atlantic University
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!

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

### Tuition
$1,595

### Online Course Tuition
$1,645

27.0 CFRE education points

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.**

### Locations and Dates

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“They gave me not only the tools, but also the confidence to take my work to a new level. I benefitted from the unique opportunity to learn from the best field experts. I take my new skills far beyond the classroom, and into my professional interactions. I recommend it to everyone who works in philanthropy and fundraising.”

- Pazit Levitan, Director of Development, American Friends of Soroka Medical Center, New York, NY

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

Tuition
$1,295

Online Course Tuition
$1,345

20.25 CFRE education points

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.

Locations

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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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“In 2016 I attended Fundraising for Small Nonprofits, and we saw tremendous growth in our budget as a result of implementing the strategies. Now I am looking forward to further growth as a result of attending the Developing Annual Sustainability course this year. These courses shave years from the learning curb and help to propel us forward in our mission. As a small faith based NPO, we have never had access to such transformational information before. Because of your courses, we can serve thousands instead of hundreds, and I am better equipped to lead my organization.”

- Reverend Vanessa Tinsley (Dottie Rosso Scholarship Recipient), Executive Director, Bridge to Hope, Homestead, FL
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.

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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 expert practitioner faculty 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.

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<td>April 1-May 10, 2019</td>
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“I completed my Certificate in Fund Raising Management in DC in April. After the planned giving training course, I have since had 3 successful planned giving conversations. Two of these have resulted in a gift, including a major gift level bequest! The Fund Raising School prepared me for donor conversations and helped me prioritize my time. My mindset is much more collaborative now, and I feel like I am equipped to lead in my role. “

- Harrison Porter, Development Manager, Orlando Health Foundation/Arnold Palmer Medical Center Foundation, Orlando, FL

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

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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.

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Effective Marketing for Successful Fundraising

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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.

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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.

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<th>Online</th>
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Daily Schedule

Two days, 8:30 a.m. to 5 p.m.

Tuition

$990

Online Course Tuition

$1,040

13.5 CFRE education points

Daily Schedule

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

Tuition

$990

20.25 CFRE education points

Daily Schedule

Two days, 8:30 a.m. to 5 p.m.

Tuition

$199

13.5 CFRE education points

Online Tuition

$1,040

8 CFRE education points
“Principles and Techniques was incredibly helpful because it combined the basic models of fundraising with advise and expertise from the faculty that are expert fundraisers. The class provided the framework necessary for any fundraiser. I returned to my job with a step-by-step method for creating a comprehensive fundraising plan that engages the staff, board, and constituents of my organization.”

- Kaitlyn Blansett, Development Director, Cope Environmental Center, Centerville, IN

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

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**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!

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**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.

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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, the IU Executive Education program at the School of Public and Environmental Affairs (SPEA).

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

Location Date | Online
Indianapolis, IN September 13-14, 2019 | November 4-29, 2019

Tuition
$895

Online Course Tuition
$1,050

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.

Location Date | Online
Indianapolis, IN April 19-20, 2019 | June 3-28, 2019

Tuition
$895

Online Course Tuition
$1,050

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

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

Tuition
$895

Tuition
$895
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.

<table>
<thead>
<tr>
<th>Location</th>
<th>Date</th>
<th>Online</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indianapolis, IN</td>
<td>December 6-7, 2019</td>
<td>April 1-26, 2019</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Location</th>
<th>Date</th>
<th>Online</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indianapolis, IN</td>
<td>May 31-June 1, 2019</td>
<td>August 5-30, 2019</td>
</tr>
</tbody>
</table>

For more information and online registration, please go to [https://philanthropy.iupui.edu/cnel](https://philanthropy.iupui.edu/cnel)

The Certificate in Nonprofit Executive Leadership is offered by IU Executive Education at the School of Public and Environmental Affairs and The Fund Raising School at the IU Lilly Family School of Philanthropy.
"Our amazing partners at The Fund Raising School really care about the people we care about. That care is what makes not only our relationship with them work, but also achievement of our mission easier. They have been flexible, understanding, and most importantly creative in working with us to deliver the best possible education solutions to our audience. We are grateful they are our partners in our pursuit to make the world a better place!"

- Tayyab Yunus, Center for Muslim Philanthropy, Plainfield, IN
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.
Visit philanthropy.iupui.edu/thefundraisingschool for detailed course information and to register. Payment is due prior to the day the course begins.

“The Fundraising for Small Nonprofits two-day workshop was the most impactful learning opportunity I experienced after the formation of our library foundation in 2016. Due to the affordable cost, both myself and another board member attended the training – and we plan to send additional foundation members in the future. Knowledge gained in this workshop set our small foundation on a path for successful fundraising. The benefits were immediate; I developed a strong understanding of action planning, annual fund development and communicating well with prospective donors. I left the training with a first draft of our case for support, which I use to bolster knowledge with staff, board members and the public.”

– Lisa Lintner, Johnson County Library, Franklin, IN
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 14, 2019: Advice from the Funders

“Advice from the Funders,” on Thursday, February 14, 2019, at 12pm (EST), offers a unique behind-the-curtain look at applying to foundations for grant dollars. Jenna Wachtmann, Program Officer at Ball Brothers Foundation, and Jeff Small, Senior Program Officer/Special Projects at Nina Mason Pulliam Charitable Trust, share valuable insights on the grant process from the funder perspective. Take this opportunity to hear directly from the funders on what works and what doesn’t when raising money from foundations.

### May 9, 2019: Board Engagement with Fundraising

The board plays a crucial role in organization-wide fundraising success. The Fund Raising School’s webinar, “Board Engagement with Fundraising,” on Thursday, May 9, 2019, at 12pm (EST), will feature The Fund Raising School’s Director, Bill Stanczykiewicz. Learn practical, real-world strategies for recruiting great board members, keeping your board active, and increasing your board’s engagement with fundraising. This webinar will explore effective ways you can improve the culture of philanthropy in your organization.

### September 12, 2019: End-of-year Fundraising Online

It feels like digital fundraising changes every day: new apps, new crowdfunding platforms, too much noise, not enough control. In this webinar with TFRS faculty member Nathan Hand, explore the current landscape of online giving and learn digital strategies you can implement right now to propel your end-of-year fundraising efforts.

### December 12, 2019: Launching the Public Phase of Your Capital Campaign

You’ve planned for your organization’s capital campaign, you’ve assembled volunteer leaderships, and you’ve secured the lead gifts. What happens once the campaign goes public? This webinar “Launching the Public Phase of your Capital Campaign” will feature TFRS faculty member Gasby Brown who will share strategies for leveraging the public announcement of your campaign. Learn creative ways to engage your donor base, generate excitement in your community, and finish the campaign strong.

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

Missed a webinar? You can still purchase a recording online on our website!

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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**

Be more informed and stay up to date with the First Day Podcast from The Fund Raising School. Highlighting current news and research, this weekly 10 minute podcast provides fundraisers with the latest information in fundraising and philanthropy. Download the mobile app and start listening today!
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

**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

**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

**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

**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
The Fund Raising School® Partnerships

Our partners help us offer you more opportunities

Collaboration and partnerships are essential to the IU Lilly Family School of Philanthropy. We work with partners around the globe to improve the understanding and practice of philanthropy.

Philanthropy Industry Exchange

The Philanthropy Industry Exchange is a consortium of partners who share the Indiana University Lilly Family School of Philanthropy’s vision, believe in the mission and philanthropically support the school. Exchange members are valuable allies in translating the practical application of philanthropic research and helping to inform our educational practices to develop and prepare talent for 21st century practitioner needs.
### Certificate in Fund Raising Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Fee</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Principles &amp; Techniques of Fundraising</strong></td>
<td>$1,595</td>
<td></td>
</tr>
<tr>
<td><strong>Developing Annual Sustainability</strong></td>
<td>$1,295</td>
<td>Sept. 30-Oct. 1</td>
</tr>
<tr>
<td><strong>Developing Major Gifts</strong></td>
<td>$1,595</td>
<td>June 10-12</td>
</tr>
<tr>
<td><strong>Managing the Capital Campaign</strong></td>
<td>$1,295</td>
<td>April 24-26</td>
</tr>
<tr>
<td><strong>Planned Giving: Getting the Proper Start</strong></td>
<td>$1,295</td>
<td>Aug. 12-14</td>
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</table>

- **Atlanta, GA**
  - March 25-28
  - July 15-18
  - Oct. 14-17
  - Sept. 4-6
  - March 18-20
- **Chicago, IL**
  - July 15-18
  - Oct. 14-17
  - Sept. 30-Oct. 1
  - June 10-12
  - April 24-26
  - Aug. 12-14
- **Denver, CO**
  - Sept. 30-Oct. 3
  - April 8-9
  - May 20-22
  - June 19-21
- **Detroit, MI**
  - Sept. 16-19
- **Houston, TX**
  - Nov. 11-14
  - June 3-4
  - Feb. 25-27
  - Sept. 9-11
- **Indianapolis, IN**
  - Jan. 8-11
  - Feb. 11-14
  - March 18-21
  - June 10-13
  - Aug. 5-8
  - Sept. 23-26
  - Nov. 4-7
  - Dec. 9-12
  - Jan. 23-25
  - Feb. 20-23
  - March 21-24
  - April 1-4
  - May 9-12
  - June 6-9
  - July 4-7
  - Aug. 2-5
  - Sept. 1-4
  - Oct. 8-11
  - Nov. 5-8
  - Dec. 3-6
- **Kansas City, KS**
  - April 15-18
  - July 29-31
- **Los Angeles, CA**
  - Feb. 25-28
  - Sept. 9-11
- **Miami, FL**
  - Oct. 7-10
  - March 4-6
- **Minneapolis, MN**
  - July 8-11
  - Oct. 2-4
  - Aug. 26-28
- **New Orleans, LA**
  - Sept. 16-19
- **New York, NY**
  - Oct. 21-24
  - Feb. 11-13
- **Phoenix, AZ**
  - Feb. 4-7
  - Sept. 23-24
  - Nov. 4-6
- **Portland, OR**
  - Aug. 19-22
  - Jan. 23-25
- **Rochester, MI**
  - April 23-26
- **San Francisco, CA**
  - Jan. 22-25
  - July 29-Aug. 1
  - April 8-10
- **Washington, DC**
  - April 29-May 2
  - Aug. 26-29
  - March 11-12
  - June 26-28
  - Oct. 9-11
  - May 20-22

### Certificate in Nonprofit Executive Leadership

<table>
<thead>
<tr>
<th>Course</th>
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<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Financial Analysis for Nonprofit Leaders</strong></td>
<td>$895</td>
<td>Sept. 13-14</td>
</tr>
<tr>
<td><strong>Program Evaluation for Mission Impact</strong></td>
<td>$895</td>
<td>Dec. 6-7</td>
</tr>
<tr>
<td><strong>Strategic Planning &amp; Nonprofit Leadership</strong></td>
<td>$895</td>
<td>May 31-June 1</td>
</tr>
<tr>
<td><strong>Nonprofit Management for the 21st Century</strong></td>
<td>$895</td>
<td>April 19-20</td>
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</table>

- **Indianapolis, IN**
  - Sept. 13-14
  - Dec. 6-7
  - May 31-June 1
  - April 19-20
- **Online**
  - Nov. 4-29
  - April 1-26
  - Aug. 5-30
  - June 3-28

### Leadership Roundtable

<table>
<thead>
<tr>
<th>Course</th>
<th>Fee</th>
<th>Dates</th>
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<tbody>
<tr>
<td><strong>Leadership Roundtable</strong></td>
<td></td>
<td>Indianapolis, IN</td>
</tr>
<tr>
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<td>June 27-28</td>
</tr>
</tbody>
</table>
### Course Schedules 2019

#### Online Courses

<table>
<thead>
<tr>
<th>Specialty Courses</th>
<th>Proposal Writing and Grant Mgmt.</th>
<th>Effective Marketing/Successful Fundraising</th>
<th>Fundraising for Small Nonprofits</th>
<th>Engaging Women as Donors</th>
<th>Effective Leadership, Successful Fundraising</th>
<th>Fundraising from the Business Sector</th>
<th>Purposeful Boards, Powerful Fundraising</th>
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<tr>
<td></td>
<td>$990</td>
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<td>Miami, FL</td>
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#### Webinars

- **Advice from the Funders**: Feb. 14
- **Board Engagement with Fundraising**: May 9
- **End-of-Year Fundraising Online**: Sept. 12
- **Launching the Public Phase of Your Capital Campaign**: Dec. 12

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.**
of alumni reported having increased confidence in their work after taking The Fund Raising School courses.