



IUPUI THE FUND RAISING SCHOOL

LILLY FAMILY SCHOOL OF PHILANTHROPY

Developing Annual Sustainability

ONLINE COURSE AGENDA

WEEK 1:

- Readings
- Narrated Presentation
- Quiz
- Assignment: Donor Focused Fundraising
- Assignment: Your Philanthropy Environment
- Assignment: Discussing Your Work

WEEK 2:

- Readings
- Narrated Presentation
- Quiz
- Assignment: Your Constituency Circle
- Assignment: Summarize Your Case for Support
- Assignment: Discussing Your Work

WEEK 3:

- Readings
- Narrated Presentation
- Quiz
- Assignment: Create a Gift Range Chart
- Assignment: Discussing Your Work

WEEK 4:

- Readings
- Narrated Presentation
- Quiz
- Optional Assignment: The Annual Fund Plan
- Assignment: Discussing Your Work

NOTE: To be eligible for the Certificate of Achievement, all course work must be completed and submitted no later than Saturday of week 4 at 11:59 pm ET. This is a firm deadline and late work will not be accepted.