



# IUPUI THE FUND RAISING SCHOOL

## LILLY FAMILY SCHOOL OF PHILANTHROPY

### Fundraising for Small Nonprofits

#### Online course agenda

Week 1: Philanthropic Landscape & The Six Rights of Fundraising

Lesson overview

Mini lecture

Quiz

Assignment: Case for Support

Discussion: Fundraising challenges and opportunities

Week 2: The Six Rights: Right Person, Right Gift

Lesson overview

Mini lecture

Quiz

Assignment: Fundraising Readiness Assessment

Discussion: Constituencies

Optional: Gift Range Chart

Week 3: The Six Rights: Right Amount, Right Time

Lesson overview

Mini lecture

Quiz

Assignment: Making the Philanthropic Request

Discussion: Other Fundraising Opportunities

Optional: Action Plan

**NOTE: To be eligible for the Certificate of Achievement, all course work must be completed and submitted no later than Sunday of week 3 at 11:59 pm ET. This is a firm deadline and late work will not be accepted.**