



# THE FUND RAISING SCHOOL

LILLY FAMILY SCHOOL OF PHILANTHROPY

Indiana University  
Indianapolis

## **Developing Annual Sustainability Virtual Course Four Weeks 2:00PM – 5:00PM**

### Week One

- Introductions and Course Overview
- Fundraising Fundamentals
- The Annual Fund

### Week Two

- The Annual Fund Continued
- Data Driven Decisions

### Week Three

- Forecasting from Data
- Gift Range Chart

### Week Four

- Strategies
- Sustainability Management
- Graduation