



# THE FUND RAISING SCHOOL

IU LILLY FAMILY SCHOOL OF PHILANTHROPY

## Schedule by Date

June 2019 – June 2020

### Course Offerings & Events

Date	Course	Location	Register
<b>JUNE 2019</b>			
June 3-4	Developing Annual Sustainability	Houston, TX	<a href="#">Register</a>
June 3-28	Nonprofit Management for the 21 <sup>st</sup> Century	ONLINE	<a href="#">Register</a>
June 3-July 26	Principles & Techniques of Fundraising	ONLINE	<a href="#">Register</a>
June 10-12	Developing Major Gifts	Chicago, IL	<a href="#">Register</a>
June 10-13	Principles & Techniques of Fundraising	Indianapolis, IN	<a href="#">Register</a>
June 17-18	Developing Annual Sustainability	Indianapolis, IN	<a href="#">Register</a>
June 17-July 12	Proposal Writing and Grant Management	ONLINE	<a href="#">Register</a>
June 19-21	Planned Giving: Getting the Proper Start	Denver, CO	<a href="#">Register</a>
June 24-26	Effective Leadership, Successful Fundraising	Indianapolis, IN	<a href="#">Register</a>
June 24-27	Principles & Techniques of Fundraising	Atlanta, GA	<a href="#">Register</a>
June 26-28	Managing the Capital Campaign	Indianapolis, IN	<a href="#">Register</a>
June 26-28	Developing Major Gifts	Washington, D.C.	<a href="#">Register</a>
June 27-28	Leadership Roundtable	Indianapolis, IN	<a href="#">Register</a>
<b>JULY 2019</b>			
July 8-11	Principles & Techniques of Fundraising	Minneapolis, MN	<a href="#">Register</a>
July 8-9	Engaging Women as Donors	Indianapolis, IN	<a href="#">Register</a>
July 15-18	Principles & Techniques of Fundraising	Chicago, IL	<a href="#">Register</a>
July 18-19	Fundraising for Small Nonprofits	Indianapolis, IN	<a href="#">Register</a>
July 22-24	Developing Major Gifts	Indianapolis, IN	<a href="#">Register</a>
July 29-31	Developing Major Gifts	Kansas City, KS	<a href="#">Register</a>

July 29-August 1 Principles & Techniques of Fundraising San Francisco, CA [Register](#)

## **AUGUST 2019**

August 5-8 Principles & Techniques of Fundraising Indianapolis, IN [Register](#)

August 5-30 Strategic Planning and Nonprofit Leadership ONLINE [Register](#)

August 5-30 Developing Annual Sustainability ONLINE [Register](#)

Aug 5-Sep 13 Planned Giving: Getting the Proper Start ONLINE [Register](#)

August 12-14 Planned Giving: Getting the Proper Start Chicago, IL [Register](#)

August 19-21 Developing Major Gifts Indianapolis, IN [Register](#)

August 19-22 Principles & Techniques of Fundraising Portland, OR [Register](#)

August 26-29 Principles & Techniques of Fundraising Washington, D.C. [Register](#)

August 26-28 Managing the Capital Campaign Minneapolis, MN [Register](#)

## **SEPTEMBER 2019**

September 4-6 Developing Major Gifts Atlanta, GA [Register](#)

September 4-6 Planned Giving: Getting the Proper Start Indianapolis, IN [Register](#)

September 9-11 Managing the Capital Campaign Houston, TX [Register](#)

September 9-11 Developing Major Gifts Los Angeles, CA [Register](#)

Sept 9-Nov 1 Principles & Techniques of Fundraising ONLINE [Register](#)

September 12 Webinar: End-of-Year Fundraising Online WEBINAR [Register](#)

September 13-14 Financial Analysis for Nonprofit Leaders Indianapolis, IN [Register](#)

September 16-19 Principles & Techniques of Fundraising Detroit, MI [Register](#)

September 16-19 Principles & Techniques of Fundraising New Orleans, LA [Register](#)

September 16-17 Proposal Writing and Grant Management Indianapolis, IN [Register](#)

September 23-24 Developing Annual Sustainability Los Angeles, CA [Register](#)

September 23-26 Principles & Techniques of Fundraising Indianapolis, IN [Register](#)

Sept 30-Oct 1 Developing Annual Sustainability Chicago, IL [Register](#)

Sept 30-Oct 3 Principles & Techniques of Fundraising Denver, CO [Register](#)

## **OCTOBER 2019**

October 2-4 Developing Major Gifts Minneapolis, MN [Register](#)

October 7-10 Principles & Techniques of Fundraising Miami, FL [Register](#)

October 7-9 Effective Marketing for Successful Fundraising Indianapolis, IN [Register](#)

Oct 7-Nov 15 Developing Major Gifts ONLINE [Register](#)

October 9-11 Managing the Capital Campaign Washington, D.C. [Register](#)

October 14-17 Principles & Techniques of Fundraising Chicago, IL [Register](#)

October 14-25	Digital Fundraising	ONLINE	<a href="#">Register</a>
October 21-22	Fundraising from the Business Sector	Indianapolis, IN	<a href="#">Register</a>
October 21-24	Principles & Techniques of Fundraising	New York, NY	<a href="#">Register</a>
October 24-25	Fundraising Ethics	Indianapolis, IN	<a href="#">Register</a>
October 28-29	Fundraising for Small Nonprofits	Indianapolis, IN	<a href="#">Register</a>

## **NOVEMBER 2019**

November 4-6	Developing Major Gifts	Phoenix, AZ	<a href="#">Register</a>
November 4-7	Principles & Techniques of Fundraising	Indianapolis, IN	<a href="#">Register</a>
November 11-13	Developing Major Gifts	Indianapolis, IN	<a href="#">Register</a>
November 11-14	Principles & Techniques of Fundraising	Houston, TX	<a href="#">Register</a>
November 18-19	Developing Annual Sustainability	Indianapolis, IN	<a href="#">Register</a>
November 4-29	Financial Analysis for Nonprofit Leaders	ONLINE	<a href="#">Register</a>

## **DECEMBER 2019**

December 4-6	Developing Major Gifts	Indianapolis, IN	<a href="#">Register</a>
December 6-7	Program Evaluation for Mission Impact	Indianapolis, IN	<a href="#">Register</a>
December 9-12	Principles & Techniques of Fundraising	Indianapolis, IN	<a href="#">Register</a>
December 12	Webinar: Launching the Public Phase of Your Capital Campaign	WEBINAR	<a href="#">Register</a>

## **JANUARY 2020**

January 6-9	Principles & Techniques of Fundraising	Indianapolis, IN	<a href="#">Register</a>
January 13-March 6	Principles & Techniques of Fundraising	ONLINE	<a href="#">Register</a>
January 13-15	Developing Major Gifts	Indianapolis, IN	<a href="#">Register</a>
January 21-24	Principles & Techniques of Fundraising	San Francisco, CA	<a href="#">Register</a>
January 22-24	Developing Major Gifts	Portland, OR	<a href="#">Register</a>
January 22-24	Effective Leadership, Successful Fundraising	San Diego, CA	<a href="#">Register</a>
January 27-28	Developing Annual Sustainability	Indianapolis, IN	<a href="#">Register</a>

## **FEBRUARY 2020**

February 3-6	Principles & Techniques of Fundraising	Phoenix, AZ	<a href="#">Register</a>
February 3-28	Developing Annual Sustainability	ONLINE	<a href="#">Register</a>
February 10-12	Developing Major Gifts	New York, NY	<a href="#">Register</a>
February 10-13	Principles & Techniques of Fundraising	Indianapolis, IN	<a href="#">Register</a>
February 13	Webinar: Diverse Philanthropy	WEBINAR	<a href="#">Register</a>
February 20-21	Fundraising for Small Nonprofits	Indianapolis, IN	<a href="#">Register</a>
February 24-26	Developing Major Gifts	Houston, TX	<a href="#">Register</a>

February 24-26	Developing Major Gifts	Indianapolis, IN	<a href="#">Register</a>
February 24-27	Principles & Techniques of Fundraising	Los Angeles, CA	<a href="#">Register</a>
<b>MARCH 2020</b>			
March 2-4	Developing Major Gifts	Miami, FL	<a href="#">Register</a>
March 2-27	Strategic Planning and Nonprofit Leadership	ONLINE	<a href="#">Register</a>
March 5-6	Understanding Philanthropy	Indianapolis, IN	<a href="#">Register</a>
March 9-10	Developing Annual Sustainability	Washington, D.C.	<a href="#">Register</a>
March 9-11	Planned Giving: Getting the Proper Start	Indianapolis, IN	<a href="#">Register</a>
March 16-May 8	Principles & Techniques of Fundraising	ONLINE	<a href="#">Register</a>
March 16-18	Managing the Capital Campaign	New Orleans, LA	<a href="#">Register</a>
March 16-19	Principles & Techniques of Fundraising	Indianapolis, IN	<a href="#">Register</a>
March 23-25	Effective Marketing for Successful Fundraising	Indianapolis, IN	<a href="#">Register</a>
March 23-26	Principles & Techniques of Fundraising	Chicago, IL	<a href="#">Register</a>
March 30-April 2	Principles & Techniques of Fundraising	Washington, D.C.	<a href="#">Register</a>
<b>APRIL 2020</b>			
April 2-3	Purposeful Boards, Powerful Fundraising	Indianapolis, IN	<a href="#">Register</a>
April 6-May 15	Planned Giving: Getting the Proper Start	ONLINE	<a href="#">Register</a>
April 6-7	Developing Annual Sustainability	Denver, CO	<a href="#">Register</a>
April 6-7	Proposal Writing and Grant Management	Indianapolis, IN	<a href="#">Register</a>
April 20-21	Developing Annual Sustainability	Indianapolis, IN	<a href="#">Register</a>
April 20-22	Developing Major Gifts	Detroit, MI	<a href="#">Register</a>
April 20-22	Managing the Capital Campaign	Chicago, IL	<a href="#">Register</a>
April 24-25	Strategic Planning and Nonprofit Leadership	Indianapolis, IN	<a href="#">Register</a>
April 27-29	Effective Leadership, Successful Fundraising	Toronto, ON	<a href="#">Register</a>
April 27-30	Principles & Techniques of Fundraising	Indianapolis, IN	<a href="#">Register</a>
<b>MAY 2020</b>			
May 4-6	Developing Major Gifts	New York, NY	<a href="#">Register</a>
May 4-7	Principles & Techniques of Fundraising	Kansas City, KS	<a href="#">Register</a>
May 11-June 19	Developing Major Gifts	ONLINE	<a href="#">Register</a>
May 14	Webinar: Ethical Decision Making for Fundraising	WEBINAR	<a href="#">Register</a>
May 14-15	Fundraising for Small Nonprofits	Indianapolis, IN	<a href="#">Register</a>

May 18-19	The Art of Fundraising	Indianapolis, IN	<a href="#">Register</a>
May 18-20	Developing Major Gifts	Denver, CO	<a href="#">Register</a>
May 18-20	Planned Giving: Getting the Proper Start	Washington, DC	<a href="#">Register</a>
<b>JUNE 2020</b>			
June 1-2	Developing Annual Sustainability	Houston, TX	<a href="#">Register</a>
June 1-4	Principles & Techniques of Fundraising	Atlanta, GA	<a href="#">Register</a>
June 1-26	Financial Analysis for Nonprofit Leaders	ONLINE	<a href="#">Register</a>
June 1-26	Proposal Writing and Grant Management	ONLINE	<a href="#">Register</a>
June 1-July 24	Principles & Techniques of Fundraising	ONLINE	<a href="#">Register</a>
June 8-10	Planned Giving: Getting the Proper Start	Chicago, IL	<a href="#">Register</a>
June 15-17	Managing the Capital Campaign	Indianapolis, IN	<a href="#">Register</a>
June 25-26	Leadership Roundtable	Indianapolis, IN	<a href="#">Register</a>
June 29-July 1	Developing Major Gifts	Washington, DC	<a href="#">Register</a>

### **The Fund Raising School**

Indiana University Lilly Family School of Philanthropy  
1-800-962-6692 | [philanthropy.iupui.edu](http://philanthropy.iupui.edu) | [tfrs@iupui.edu](mailto:tfrs@iupui.edu)