



THE FUND RAISING SCHOOL

IU LILLY FAMILY SCHOOL OF PHILANTHROPY

Schedule by Location

June 2019 – June 2020

Course Offerings & Events

Date	Course	Location	Register
ATLANTA, GA			
June 24-27, 2019	Principles & Techniques of Fundraising	Atlanta	Register
September 4-6, 2019	Developing Major Gifts	Atlanta	Register
June 1-4, 2020	Principles & Techniques of Fundraising	Atlanta	Register
CHICAGO, IL			
June 10-12, 2019	Developing Major Gifts	Chicago	Register
July 15-18, 2019	Principles & Techniques of Fundraising	Chicago	Register
August 12-14, 2019	Planned Giving: Getting the Proper Start	Chicago	Register
Sept 30-Oct 1, 2019	Developing Annual Sustainability	Chicago	Register
October 14-17, 2019	Principles & Techniques of Fundraising	Chicago	Register
March 23-26, 2020	Principles & Techniques of Fundraising	Chicago	Register
April 20-22, 2020	Managing the Capital Campaign	Chicago	Register
June 8-10, 2020	Planned Giving: Getting the Proper Start	Chicago	Register
DENVER, CO			
June 19-21, 2019	Planned Giving: Getting the Proper Start	Denver	Register
Sept 30-Oct 3, 2019	Principles & Techniques of Fundraising	Denver	Register
April 6-7, 2020	Developing Annual Sustainability	Denver	Register
May 18-20, 2020	Developing Major Gifts	Denver	Register
DETROIT, MI			
September 16-19, 2019	Principles & Techniques of Fundraising	Detroit	Register
April 20-22, 2020	Developing Major Gifts	Detroit	Register

HOUSTON, TX

June 3-4, 2019	Developing Annual Sustainability	Houston	Register
September 9-11, 2019	Managing the Capital Campaign	Houston	Register
November 11-14, 2019	Principles & Techniques of Fundraising	Houston	Register
February 24-26, 2020	Developing Major Gifts	Houston	Register
June 1-2, 2020	Developing Annual Sustainability	Houston	Register

INDIANAPOLIS, IN

June 10-13, 2019	Principles & Techniques of Fundraising	Indianapolis	Register
June 17-18, 2019	Developing Annual Sustainability	Indianapolis	Register
June 24-26, 2019	Effective Leadership, Successful Fundraising	Indianapolis	Register
June 26-28, 2019	Managing the Capital Campaign	Indianapolis	Register
June 27-28, 2019	Leadership Roundtable	Indianapolis	Register
July 8-9, 2019	Engaging Women as Donors	Indianapolis	Register
July 18-19, 2019	Fundraising for Small Nonprofits	Indianapolis	Register
July 22-24, 2019	Developing Major Gifts	Indianapolis	Register
August 5-8, 2019	Principles & Techniques of Fundraising	Indianapolis	Register
August 19-21, 2019	Developing Major Gifts	Indianapolis	Register
September 4-6, 2019	Planned Giving: Getting the Proper Start	Indianapolis	Register
September 13-14, 2019	Financial Analysis for Nonprofit Leaders	Indianapolis	Register
September 16-17, 2019	Proposal Writing and Grant Management	Indianapolis	Register
September 23-26, 2019	Principles & Techniques of Fundraising	Indianapolis	Register
October 7-9, 2019	Effective Marketing for Successful Fundraising	Indianapolis	Register
October 21-22, 2019	Fundraising from the Business Sector	Indianapolis	Register
October 24-25, 2019	Fundraising Ethics	Indianapolis	Register
October 28-29, 2019	Fundraising for Small Nonprofits	Indianapolis	Register
November 4-7, 2019	Principles & Techniques of Fundraising	Indianapolis	Register
November 11-13, 2019	Developing Major Gifts	Indianapolis	Register
November 18-19, 2019	Developing Annual Sustainability	Indianapolis	Register
December 4-6, 2019	Developing Major Gifts	Indianapolis	Register
December 9-12, 2019	Principles & Techniques of Fundraising	Indianapolis	Register

January 6-9, 2020	Principles & Techniques of Fundraising	Indianapolis	Register
January 13-15, 2020	Developing Major Gifts	Indianapolis	Register
January 27-28, 2020	Developing Annual Sustainability	Indianapolis	Register
February 10-13, 2020	Principles & Techniques of Fundraising	Indianapolis	Register
February 20-21, 2020	Fundraising for Small Nonprofits	Indianapolis	Register
February 24-26, 2020	Developing Major Gifts	Indianapolis	Register
March 5-6, 2020	Understanding Philanthropy	Indianapolis	Register
March 9-11, 2020	Planned Giving: Getting the Proper Start	Indianapolis	Register
March 16-19, 2020	Principles & Techniques of Fundraising	Indianapolis	Register
March 23-25, 2020	Effective Marketing for Successful Fundraising	Indianapolis	Register
April 2-3, 2020	Purposeful Boards, Powerful Fundraising	Indianapolis	Register
April 6-7, 2020	Proposal Writing and Grant Management	Indianapolis	Register
April 20-21, 2020	Developing Annual Sustainability	Indianapolis	Register
April 24-25, 2020	Strategic Planning and Nonprofit Leadership	Indianapolis	Register
April 27-30, 2020	Principles & Techniques of Fundraising	Indianapolis	Register
May 14-15, 2020	Fundraising for Small Nonprofits	Indianapolis	Register
May 18-19, 2020	The Art of Fundraising	Indianapolis	Register
June 15-17, 2020	Managing the Capital Campaign	Indianapolis	Register
June 25-26, 2020	Leadership Roundtable	Indianapolis	Register
KANSAS CITY, KS			
July 29-31, 2019	Developing Major Gifts	Kansas City	Register
May 4-7, 2020	Principles & Techniques of Fundraising	Kansas City	Register
LOS ANGELES, CA			
September 9-11, 2019	Developing Major Gifts	Los Angeles	Register
September 23-24, 2019	Developing Annual Sustainability	Los Angeles	Register
February 24-27, 2020	Principles & Techniques of Fundraising	Los Angeles	Register
MIAMI, FL			
October 7-10, 2019	Principles & Techniques of Fundraising	Miami	Register
March 2-4, 2020	Developing Major Gifts	Miami	Register
MINNEAPOLIS, MN			

July 8-11, 2019	Principles & Techniques of Fundraising	Minneapolis	Register
August 26-28, 2019	Managing the Capital Campaign	Minneapolis	Register
October 2-4, 2019	Developing Major Gifts	Minneapolis	Register
NEW ORLEANS, LA			
September 16-19, 2019	Principles & Techniques of Fundraising	New Orleans	Register
March 16-18, 2020	Managing the Capital Campaign	New Orleans	Register
NEW YORK, NY			
October 21-24, 2019	Principles & Techniques of Fundraising	New York	Register
February 10-12, 2020	Developing Major Gifts	New York	Register
May 4-6, 2020	Developing Major Gifts	New York	Register
ONLINE			
June 3-July 26, 2019	Principles & Techniques of Fundraising	ONLINE	Register
June 3-28, 2019	Nonprofit Management for the 21 st Century	ONLINE	Register
June 17-July 12, 2019	Proposal Writing and Grant Management	ONLINE	Register
August 5-30, 2019	Strategic Planning and Nonprofit Leadership	ONLINE	Register
August 5-30, 2019	Developing Annual Sustainability	ONLINE	Register
Aug 5-Sept 13, 2019	Planned Giving: Getting the Proper Start	ONLINE	Register
Sept 9-Nov 1, 2019	Principles & Techniques of Fundraising	ONLINE	Register
Oct 7-Nov 15, 2019	Developing Major Gifts	ONLINE	Register
October 14-25, 2019	Digital Fundraising	ONLINE	Register
November 4-29, 2019	Financial Analysis for Nonprofit Leaders	ONLINE	Register
January 13-March 6, 2020	Principles & Techniques of Fundraising	ONLINE	Register
February 3-28, 2020	Developing Annual Sustainability	ONLINE	Register
March 2-27, 2020	Strategic Planning and Nonprofit Leadership	ONLINE	Register
March 16-May 8, 2020	Principles & Techniques of Fundraising	ONLINE	Register
April 6-May 15, 2020	Planned Giving: Getting the Proper Start	ONLINE	Register
May 11-June 19, 2020	Developing Major Gifts	ONLINE	Register
June 1-26, 2020	Financial Analysis for Nonprofit Leaders	ONLINE	Register

June 1-26, 2020	Proposal Writing and Grant Management	ONLINE	Register
June 1-July 24, 2020	Principles & Techniques of Fundraising	ONLINE	Register
PHOENIX, AZ			
November 4-6, 2019	Developing Major Gifts	Phoenix	Register
February 3-6, 2020	Principles & Techniques of Fundraising	Phoenix	Register
PORTLAND, OR			
August 19-22, 2019	Principles & Techniques of Fundraising	Portland	Register
January 22-24, 2020	Developing Major Gifts	Portland	Register
SAN DIEGO, CA			
January 22-24, 2020	Effective Leadership, Successful Fundraising	San Diego	Register
SAN FRANCISCO, CA			
July 29-August 1, 2019	Principles & Techniques of Fundraising	San Francisco	Register
January 21-24, 2020	Principles & Techniques of Fundraising	San Francisco	Register
TORONTO, ON			
April 27-29, 2020	Effective Leadership, Successful Fundraising	Toronto	Register
WASHINGTON, D.C.			
June 26-28, 2019	Developing Major Gifts	Washington, D.C.	Register
August 26-29, 2019	Principles & Techniques of Fundraising	Washington, D.C.	Register
October 9-11, 2019	Managing the Capital Campaign	Washington, D.C.	Register
March 9-10, 2020	Developing Annual Sustainability	Washington, D.C.	Register
March 30-April 2, 2020	Principles & Techniques of Fundraising	Washington, D.C.	Register
May 18-20, 2020	Planned Giving: Getting the Proper Start	Washington, D.C.	Register
June 29-July 1, 2020	Developing Major Gifts	Washington, D.C.	Register
WEBINARS			
September 12, 2019	End-of-Year Fundraising Online	WEBINAR	Register
December 12, 2019	Launching the Public Phase of Your Capital Campaign	WEBINAR	Register

February 13, 2020

Diverse Philanthropy

WEBINAR

[Register](#)

May 14, 2020

Ethical Decision Making for Fundraising

WEBINAR

[Register](#)



The Fund Raising School
Indiana University Lilly Family School of Philanthropy
1-800-962-6692 | philanthropy.iupui.edu | frs@iupui.edu