



Fundraising Boot Camp

Friday, November 13, 2009



TOPIC

PRESENTERS

SPECIFICS

AFP Maryland is pleased to bring a full-day of training for both beginning and advanced professionals to help pump up your fundraising programs. The target audience for the beginner track is beginners with up to five years experience in the fundraising profession. There will be a wealth of information about Creating a Development Plan, The Ask, and Grant Writing. The target audience for the intermediate / advanced track is five plus years experience. Our seasoned presenters will present topics covering Board and Volunteer Management, Campaign Planning, and Prospect Research and Cultivating for Transformational Gifts.

Beginners' Track Topics and Speakers:

Creating a Development Plan: Where to start and how to incorporate everything. Todd Langenberg, Vice President, Development, United Way of Central Maryland

Ready, Set Ask...Securing the Big Gift: Paula K. Minsk, CFRE, Chief Development Officer, Maryland Food Bank

Grant Writing Basics: Jamie Lynch, Director of Corporate, Foundation and Government Support, GBMC Foundation

Intermediate / Advanced Track Topics and Speakers:

Board and Volunteer Management: Who is leading whom and for what? Theresa Law, JD, CFRE, Executive Director. York Health Foundation

Campaign Planning: What to do for ultimate success. Ellen Finnerty, CFRE, Vice President of Development, Carroll Hospital Center Foundation.

Prospect Research and Cultivating for Transformation Gifts: Who's who and how do you get them? Paul Trabazini, JD, Associate Vice President, Advancement, Penn State University

Closing Session: Panel Discussion

Development successes and pitfalls – personal and professional reflections on what's helped these dynamic professional and what they've learned.

Date: Friday November 13, 2009

Registration & Continental Breakfast: 8:30am **Program** 9:00 am

Location: The Carroll Non-Profit Center, 255 Clifton Blvd., Westminster, MD 21157

Directions from the Baltimore Beltway: From I-695, merge onto I-795N via exit 19 toward Owings Mills. Merge onto MD-140W via exit 9B toward Westminster. In about 12 miles, turn right onto Englar Road. Turn Right onto Clifton Blvd.

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Fill out the form below and mail with your check or credit card information to:

AFP-Maryland Chapter, 5024 R Campbell Blvd., Suite R, Baltimore, MD 21236-5975

Online Registration at:
www.afpmaryland.org

Name: _____ Phone: _____

Organization: _____ E-Mail: _____

Address: _____

Reservation for _____ Member(s) of AFP \$ **75.00** each\$ _____

Reservation for _____ Nonmember(s) at \$**100.00** each\$ _____

Payment by: Check Visa MasterCard American Express

Account No. _____ Exp. Date: _____ Amount: \$ _____

Name: _____ Signature: _____

Or, to hold your spot, fax to 410-931-8111 with a copy of check or check request. For questions, call 410-933-3460. A fee of \$30.00 will be charged for returned checks. Federal ID# is 52-1600646. A bill will be sent for all reservations made, whether or not you attend, as we have to pay according to the number of reservations booked. Cancellations must be received 5 days prior to the event. **NO REFUNDS AFTER THAT DATE.**