

DO GOOD. BETTER. INSPIRE WORKSHOP

OCTOBER 17 - 18, 2024

Plan for **identification, cultivation, stewardship, and solicitation** of your top donors and prospects.

The CULTIVATE Workshop:

This personal workshop is for anyone new to fund development, new to a position, or new to an organization. The workshop provides strategies to learn and create a cultivated giving program. Reviews how to target key donors for face-to-face interactions, use research tools, and create strategies for retaining and acknowledging donors. Additionally, learn effective strategies for setting meetings, making asks, and handling objections.

Leave the CULTIVATE workshop with a cultivated giving plan. A plan that outlines prospects, meeting and ask goals, and a timeline for execution.

Join the Full Series!

INSPIRE is one of four workshops in the DO GOOD BETTER workshop series. Join the entire series to maximize learning and results.



- FOUNDATIONS: Aug 22 & 23
- PLAN: Sept 5 & 6
- INSPIRE: Oct 3 & 4
- CULTIVATE: Oct 17 & 18

REGISTER NOW!

[do-good-better.com/
workshop-registration](https://do-good-better.com/workshop-registration)

8:30 AM - 12:30 PM Thursday & Friday

**Community Foundation Campus
5049 E Broadway Blvd Tucson, AZ**

Refreshments & materials provided!

\$199 for a single workshop

(Additional registration from the same organization, \$50.)

WORKSHOP TRAINERS

Workshops were created by firm founders, Laura Alexander and Jenny Carrillo and are taught by consultants Lana Baldwin and Lisa Robinson. All are Certified Fund Raising Executives (CFRE) and each has been awarded the "Outstanding Fundraising Professional" award by the Southern Arizona Association of Fundraising Professionals. Together, the team has worked with over 350 nonprofit clients and raised millions of dollars for a wide range of issues.

Become a Do Gooder!