



Developing Annual Fundraising Strategies

Thursday, May 11, 2017 from 10:30 AM to 4:30 PM

Charlevoix Public Library, 220 Clinton Street, Charlevoix, MI – Doors open at 10:00 AM

Pre-registration & Pre-payment is required by May 5, 2017

\$25 per person with lunch included. Vegetarian option available.

The Session – Annual Campaign

The Annual Campaign is the building block for all current and future fundraising to sustain your nonprofit organization's mission. Designed for board members, staff and volunteers involved in fundraising, this session will help you develop an annual fundraising strategy. Participants will learn key fundraising principles, what you need to know about your donors, how to develop an annual campaign, and techniques for soliciting donations. Participants will have time to network with other nonprofits and share ideas and strategies for success. You will leave this workshop prepared to take your annual campaign to the next level – whether you're just getting started or have been executing an annual campaign and want to improve the results.

Speaker – Carole J. Pence, MA

Carole Pence, President of Pence Consulting is the presenter, returning by invitation and feedback from attendees at the 2016 fundraising workshop. Carole is President of Pence Consulting, a privately held consulting firm. Since 1992, Carole has conducted trainings and facilitated meetings with hundreds of people throughout the United States. Carole is known for finding practical solutions for raising money and is recognized as a philanthropic specialist. Her concentrated training focuses on how personality and effective communication skills produce extraordinary results. She is also on the faculty at Lilly School of Philanthropy at Indiana University

Pre-registration & Pre-payment of \$25/person is required by Friday, May 5, 2017

To Register & Pay Online with Credit Card	To Register & Pay by Check
Visit www.c3f.org and select: Make a Gift > Online Donation Form > Drop down and select > Workshop Registration> Other Amount > \$25 Complete all donor and payment information Click > Submit Payment <i>If you have multiple attendees registering under one credit card, call for special instructions</i>	Complete this form for each person attending & mail with a check made out to CCCF. Mail to: CCCF PO Box 718 East Jordan, MI 49727

If more than one person from your organization is attending, please complete one form per person, for either payment method. Please limit attendance to no more than four people per organization.

Organization Name: _____

Organization Mailing Address: _____

Attendee: _____ Attendee Email: _____

Questions? Please contact Maureen or Laura @ Charlevoix County Community Foundation
231-536-2440 maureen@c3f.org or laura@c3f.org.