



Fund Development Clinic: *Create a Draft Fundraising Plan in One Day!*

Creating a comprehensive fund development plan to successfully engage donors and increase contributed income is essential for long-term fundraising success. This planning clinic will guide your nonprofit, step-by-step, in creating a draft fund development plan. Fundraising consultant, Lee Ellen Martin will provide a combination of presentation and hands-on planning opportunities. The fund development clinic is designed for key staff and fundraising volunteers. The clinic offers the perfect opportunity to get everyone on the same page and kick-start your fundraising efforts with a comprehensive plan. **This clinic is for the chief development officer and/or Executive Director/CEO and at least one key volunteer must also attend.**

In advance of the clinic, your organization will receive a workbook to audit your past fundraising efforts to identify strengths and opportunities for growth. At the clinic, you will receive additional planning tools and learn:

- The tried and true basics for each strategy in a comprehensive fundraising plan
- The appropriate role of special events and grant proposals
- Tips for turning board members and other volunteers into fantastic fundraisers – without them even knowing it
- Specific steps for finding and prioritizing prospective donors

Registration/Organization*

\$425 Kentucky Nonprofit Network Members

\$795 Potential Members

(*Fee includes organizational team up to 8 individuals)

Pre-Registration is required. This clinic opportunity saves your organization over 80% off the normal daily fee! Fees for the clinic include continental breakfast, lunch, beverages and program materials for all participants.

Register today: www.kynonprofits.org or call 859.257.2542!

See what others are saying about the KNN Fund Development Clinic:

The speaker was excellent. She had so many helpful points, and her personal experiences made the clinic even more interesting. - Sandy Hall, Board Member, Gateway Regional Arts Center

The workbook used at the Clinic is an inspiration. I like it because it is something we can use with our committee. It is simple and straightforward and a guide - just as intended. I liked the interaction between facilitator and participants. Giving us time to talk about each part of the workbook was good. - Donna Boggs, CEO, Sarah's Place Women's Resource Center

The presentation was effective. The speaker was full of knowledge and kept the audience interested. Working in small groups was effective. Forming a plan at the meeting, and being able to relate the items brought to the table immediately and having ample time for discussion were really helpful. - Anonymous Board Member

About the Facilitator:

Lee Ellen Martin is a fundraising consultant with over 20 years of experience with professional positions at United Way of the Bluegrass, the Kentucky Shakespeare Festival, The Explorium and Hospice of the Bluegrass. She assists consulting clients across Kentucky with auditing their fundraising strategies, creating comprehensive plans to increase and sustain giving and provides coaching for board and staff members in identification of prospects, solicitation and cultivation. Lee Ellen also has an active volunteer career at her children's school and is on the board of Ronald McDonald House Charities of the Bluegrass.