

Fundraising Training Workshop
9-12 and 2-5, Wednesday, 6 August 2003
2003 National Speleological Society Convention, Porterville, California

Fundraising is central to an organization's ability to do its work, engage people in its mission, and educate their community about the importance of their goals and activities.

This workshop will provide participants with an overall introduction to fundraising, focused on first developing a plan and overall goal for how much money your organization needs. Secondly, the workshop will move into specific fundraising techniques, including direct mail, major gifts, and utilizing the board of directors in fundraising.

Participants should leave the workshop with enthusiasm and energy and with ideas that will be immediately applicable to their specific organization.

This Fundraising Workshop is being sponsored by the Cave Conservancies Committee of the NSS and is being financially underwritten by the National Speleological Society, National Speleological Foundation, and Cave Conservancies Foundation (Virginia), to reduce its cost to participants,

The workshop leader is Donna Fletcher, a principal of Mission Driven Inc, a communications and development consulting firm specializing in environmental and public policy fundraising (<http://www.missiondriven.com/>). Her clients include the Land Trust Alliance, Pacific Forest Trust, Big Sur Land Trust, and Peninsula Open Space Trust, to name a few. She has consulted with thirty land trusts and has trained more than 200 in workshops she has conducted for the Land Trust Alliance. Registration for the workshop is open to all persons attending the 2003 NSS Convention. While the central theme will be fundraising by cave conservancies, the workshop content will be relevant to any organization seeking to raise funds.

The workshop registration fee is \$40. Class size is limited to 75.

You may both register online for the Convention and pay for this workshop in advance. See the Convention Web Site at www.nss2003.com for information on registration and payment. After registering online, please fill in the form below and email it to the Rane Curl (ranecurl@umich.edu). If you have already registered for the Convention and want to add the workshop, fill in the form and email it to both Scott Smith (registration_2003@pacbell.net) and Rane Curl (ranecurl@umich.edu).

Registration Form - Fundraising Training Workshop
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Name

Organization

Title/Position

Address

City

State

ZIP

Phone

Email