



Presentations, Seminars and Workshop Topics

Advancing Philanthropy Through Relationships – *A Board and Staff Partnership*
Art of Asking – *A Guide to Major Gift Solicitation*
Building Relationships through Philanthropic Writing
Creating the Philanthropy Plan
Defining the Board's Role in Philanthropy
Drafting the Case for Support
Essential Components of Philanthropy
Fundraising Tactics – *Annual Giving*
Fundraising Tactics – *Major Gifts and Capital Campaigns*
Fundraising Tactics – *Planned Giving: An Introduction*
Fundraising Tactics – *Planned Giving: Bequests*
Fundraising Tactics – *Planned Giving: Charitable Gift Annuities*
Fundraising Tactics – *Special Events*
Fundraising Tactics – *Strategies to Increase Tribute Gifts*
Fundraising Tactics – *Successful Proposal Writing for Grant Seekers*
Getting Started with Data
HIPPA Considerations for Healthcare Fundraising
Measuring Program and Fundraising Tactics Results
Perspectives on the Economy & Philanthropy
Political & Tax Developments
Red Lights & Green Lights – *Ethical Issues in Fundraising*
Stewardship vs. Donor Relations
Sustaining Nonprofit Philanthropic Resources – *What Every Board Member Should Know*

