

# FUNDAMENTALS OF FUNDRAISING

## AFP Central Ohio Offers Fundamentals of Fundraising Course June 24-25, 2010 in Columbus, OH

The **AFP Fundamentals of Fundraising Course** offers a complete overview of the development function, featuring the most current information and techniques and will provide an overview of skills, techniques and program components for individuals with **zero to four years** of fundraising experience.

### *Benefits*

- Build your knowledge with content designed by experienced fundraising professionals!
- Learn in an active style with case studies and projects from master trainers!
- Interact with your peers for networking and support!
- Acquire the fundraising skills your organization needs to succeed!

### *Topics*

- Module 1: Overview of Fundraising**
- Module 2: Developing a Comprehensive Solicitation Program**
- Module 3: Building & Sustaining Relationships**
- Module 4: Marketing for Ongoing Success**
- Module 5: Securing the Gift**
- Module 6: Volunteers – Partners in Fundraising**
- Module 7: Management & Accountability**

### *Bonuses:*

**Applicable for 16 CFRE™ International points • Workbook valued at \$190 including all course materials**

#### **Course hours:**

**Day 1:** Thursday, June 24, 2010 8:30 a.m. - 4:30 p.m. • **Day 2:** Friday, June 25, 2010 8:15 a.m. – 5:15 p.m.

#### **Course Location:**

The Columbus Foundation • 1234 E. Broad Street • Columbus, OH 43205

**Course cost:** \$395 for AFP Members • \$495 for Non-members



#### **Fundamentals of Fundraising Registration Form**

Please return this form with payment by **June 10, 2010**, to Central Ohio AFP, PO Box 20119, Columbus, Ohio 43220-0119; or send credit card registration by scanning the form and sending to [CentralOhioAFP@cs.com](mailto:CentralOhioAFP@cs.com) or faxing to (614) 884-7783.

First Name \_\_\_\_\_ Last Name \_\_\_\_\_ Suffix \_\_\_\_\_

Professional Title \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_ Phone \_\_\_\_\_ E-mail \_\_\_\_\_

If you do not wish to have your name listed in our attendee directory, please check here.

**Registration fees include all sessions, workbook and lunch both days.**

**Registration rate:**  \$395 (AFP member)  \$495 (non-AFP member rate)

**Payment information:**  Check (made payable to Central Ohio AFP)  Visa  MasterCard

Credit Card Number \_\_\_\_\_ 3 Digit Security Code \_\_\_\_\_ Expiration Date \_\_\_\_\_

Printed Name of Cardholder \_\_\_\_\_

Signature \_\_\_\_\_

**Check all that apply:**  I am a current AFP member My Member # is \_\_\_\_\_  Vegetarian meal requested

I have a special needs disability. Please specify: \_\_\_\_\_

**For More Information:** Please contact the course chair, Susan Black, CFRE, by phone at 614-893-7843 or by e-mail at [sblack@allenefundraising.com](mailto:sblack@allenefundraising.com).

**Cancellation Policy:** All cancellations must be submitted in writing on official, organizational letterhead and must be received by the AFP Central Ohio Chapter office on or before June 10, 2010. A \$100 processing fee will be deducted from the refunded registration. For cancellations received after June 10, 2010, no refunds will be issued but you may specify a substitute attendee.