

Back by special request... An Invitation to... Engaging Contributing Leaders

This highly affordable 1-day workshop is limited to **15 participants!**

In less than 1 day, you will have a highly interactive and unique experience that will change the way you look at relationships with your best donors and top leaders. In this limited-participant setting, you will explore and practice strategies that you can apply and adapt to your own resource development program and other aspects of your work.

Q. What's a Contributing Leader?

A. An Ideal Contributing Member of Society, much more than a casual contributor. Learn how the pros obtain the largest financial contributions ever.

What participants are saying:

"I truly enjoyed all the exercises; what a wonderful group of attendees! I can tell you that a lot of work went into the program... we are so lucky...!" ~ Karen Locke, St. Joseph Co

"Awesome great two days!! Learned more than I ever imagined about me and my capabilities!" ~ Steph Patacsil, Cass County
"Amazing engagement tool; rethinking and reframing questions to evoke feeling & amazing conversation!"

"I want to start with my board...I want them to really reflect on their involvement and reignite their passion."

The Philanthropic Invitation

...for your leadership giving,
major gifts teams and key leaders!

Date: July 28, 2009 Pokagon State Park, Angola, IN

We'll discover and explore...

- What an Ideal Contributing Member of Society looks like and how to build long-term loyal donors.
- Traditional charitable giving compared to The Philanthropic Invitation. Key underlying principles.
- The power of unique conversation to engage community leaders at new levels. Engage corporate leadership, re-energize commitments, and get support to tap the hopes and dreams of their employees. Customize the process for your own use.
- The difference between a 'candidate' and a prospect.
- How large contributions develop and loyal volunteers develop.
- How top volunteer leaders become engaged.

We'll practice...

- Dialogue techniques that engage donors and build strong relationships.
- And start a plan for applying what you learned with your own volunteers and staff.
- The model as it applies to recruiting and building strong boards, CEO calling, leadership giving, and major gifts relationships.

Who should attend?

United Way/Fund resource development volunteers and staff, executives, leadership giving and major gifts leaders and staff. This workshop is an intermediate/advanced level.

Your Facilitators

Roger Frick, President, and Lisa Hanger, Vice President for Training, IaUW, have substantial training in Appreciative Inquiry facilitation and enthusiastically look forward to presenting its highly successful Contributing Leader focus.

"Getting to know someone is not a task — It's an art."
~ Pierce LeBlanc

Indiana Association
of United Ways



Engaging Contributing Leaders

The Philanthropic Invitation

Dates: July 28, 2009 Location: Pokagon State Park, Angola, IN

Program Dates and Times

Tuesday, July 28, 9 AM to 8:00 PM

Plan to stay with the group for the entire packed day including dinner and an evening activity.

If you are unable to attend the full time, please understand that we will give your seat to another participant.

Registration Fees

Fee: \$45 for staff, \$30 for volunteers. All meals are provided. **For those attending outside of the county, lodging is provided.**

Your seat is confirmed when **payment is received**, 1st come, first, served.

Registration Conditions

Because of the large investment in offering this program as affordably as possible, we must ask that, if a real emergency exists and you must cancel, that you give us as much notice as possible. We will likely have a waiting list. **If you must cancel**, your fee will be refunded only if we fill your seat. Please leave your to-do list at home to make the best use of the packed day.

Each participant will receive a short weekly email to prime thinking starting with your registration up to the program week.

Program Location: Pokagon State Park

Nature Center meeting room. Check our web site for directions and a map.

(Free for most—see below) Guest rooms are held until 6-29 at the Potawatomi Inn on the park grounds. **Contact Iverne** by 6-29 at 3 PM to reserve your room for 7-27 and/or 7-28 nights. Do not call the Inn directly.

Guest room rates are covered for those outside of the county. Please let Iverne know if you have special accommodation needs.

All meals and refreshments are included with your registration fee. Plan to be with us for all meals. Please let us know if you have special meal accommodation needs.

Questions?

Program questions: contact Roger Frick, roger.frick@iauw.org, 800-457-1450 x 120, or Lisa Hanger, x 119, lisa.hanger@iauw.org.

Registration or facility questions: contact Iverne Russell, x 117, iverne.russell@iauw.org. Find all flyers and location information at www.iauw.org.

“If we would have new knowledge, we must get a whole world of new questions.”
~Susanne K. Langer

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