



GIFT: THE GRINSPOON INSTITUTE FUNDRAISER'S TRAINING

Raising significant resources in today's market requires a level of leadership, professionalism, and knowledge of relationship fundraising. The Grinspoon Institute Fundraiser's Training (GIFT) is structured to provide an understanding of theories of fundraising, tools for implementation, and individual action plans.

Through an intensive schedule of online and face-to-face learning opportunities, participants will be actively engaged in developing relevant curriculum and building a network of peer relationships. They will leave with the understanding and skills to help transform their camp into one with a strong culture of philanthropy which permeates your organization.

The 13-month GIFT course will include:

- Fundraising goal setting and support
- Personal professional development plans
- Cohort support and collaboration
- Face-to-face gatherings three times a year
- Monthly webinars and follow up support calls
- Work plans which engage the camp's lay leadership and professional staff



Participants in GIFT will:

- ⇒ Set a goal and raise an increase in funds over prior years
- ⇒ Establish a working development committee which creates and implements a dynamic overall fundraising plan for camp
- ⇒ Create and implement a fundraising breakthrough project for camp
- ⇒ Plan and participate in effective face-to-face solicitations
- ⇒ Understand the critical elements of annual giving, major gifts, and donor stewardship
- ⇒ Powerfully articulate the importance, scope, unique role and significance of philanthropy and volunteerism
- ⇒ Lead the organization in creating and sustaining a culture of fundraising

Course Timeline:

Program Launch: 4/7-4/8/2010

Monthly 1.5 hour webinars on or about the third Thursday of each month

Midterm Session: 11/21-11/22/2010 at Grinspoon Institute Annual Conference (in-person training)

Program Completion: 4/15/2011

Course Leaders:

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Click to View the List of Participants:

<http://gijptech.org/?p=1695>