



FOUNDATION
CENTER

Knowledge to build on.

GRANTSEEKER TRAINING COURSES

September – December 2008



LEARN STRATEGIES FOR SUCCESS

from the leading authority on philanthropy.

TEN ESSENTIAL COURSES INCLUDING:

- ◆ **NEW!** Cultivating Grantmaker Relationships
- ◆ **NEW!** Securing Corporate Partnerships

SPECIAL DISCOUNT

SAVE \$25 for each additional registration

foundationcenter.org/marketplace/training/

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LEARN...

from the leading authority on philanthropy. With more than 50 years of experience in the field, the Foundation Center knows what grantmakers want...and how nonprofit organizations succeed.

DISCOVER...

the fundamentals of fundraising, proven techniques for crafting winning proposals, and strategies for building organizational capacity.

MOTIVATE AND EMPOWER...

everyone on your team. Learn together for added value—in more ways than one!

SPECIAL DISCOUNT

- ◆ SAVE \$25 for each additional person
- ◆ SAVE \$25 for each additional course

Please note: additional registrations must be made at the same time.

foundationcenter.org/marketplace/training/

FOUNDATION FUNDRAISING

An Introductory Course



For nonprofits who are new to foundation fundraising.

The foundation approach to funding presents distinct challenges and opportunities for nonprofits. This course will help you understand the grantmaking objectives of independent, corporate, and community foundations, identify grantseeker resources, and effectively partner with grantmakers.

“I believe this course will make the difference in my organization receiving a grant. We covered all the basics of reaching out to foundations; it was time well spent.”

**Development Officer,
New York**

BENEFITS

- ◆ Gain a better understanding of the philanthropy landscape and the world of foundations
- ◆ Adopt the terminology used in foundation fundraising
- ◆ Prepare your organization to become a desirable partner to grantmakers
- ◆ Understand the process of getting grants

TOPICS

- ◆ The characteristics grantmakers look for in their nonprofit partners
- ◆ Foundations and their role in philanthropy
- ◆ Characteristics of foundations, corporate donors, and grantmaking public charities
- ◆ The proposal process
- ◆ Researching grantmakers to target the best prospects before submitting a proposal

BONUSES

- ◆ Applicable for six continuing education points for CFRE™ International initial or recertification
- ◆ Complimentary one-week subscription to *Foundation Directory Online Professional*
- ◆ Free copy of *Foundation Fundamentals*, 8th Edition (a \$34.95 value)
- ◆ Workbook outlining all course topics
- ◆ Templates for worksheets used in the course

CITIES & DATES

- ATLANTA December 4
- CLEVELAND October 23
- NEW YORK September 16, November 6, December 16
- OKLAHOMA CITY December 10
- SAN FRANCISCO September 17, November 7
- SANTA ANA, CA November 3
- VIRGINIA BEACH, VA November 19
- WASHINGTON, DC September 5, December 8

REGISTRATION FEE

\$125 per person

TIMES

CHECK IN AND COFFEE
8:30 am

COURSE
9:00 am to 4:00 pm



PROPOSAL BUDGETING WORKSHOP

“This was one of the most worthwhile workshops I’ve attended. It demystifies the budgeting process and gives you the confidence to do it yourself.”

**Development Associate,
Ft. Worth**

For proposal writers at all levels who want to learn the nuts and bolts of budget preparation to support their project proposals.

A sound, well-organized budget can help convince prospective funders that your project is worthy of their financial investment. This course will teach you to build a budget step-by-step to provide a complete picture of your financial needs. Using real-world case studies, you will learn to think more strategically to strengthen your budget presentation.

BENEFITS

- ◆ Tell your story through the budget numbers
- ◆ Present budgets according to grantmaker guidelines
- ◆ Align your budget with project objectives

TOPICS

- ◆ Creating each component of the project budget
- ◆ Outlining the full cost of your project, including overhead
- ◆ Calculating personnel costs, fringe benefits, and non-personnel expenses
- ◆ Strategies for presenting income and other funding sources
- ◆ Incorporating footnotes to add clarity
- ◆ Using your organizational budget to help build the project budget
- ◆ Funder guidelines for budget presentation and reporting

BONUSES

- ◆ Applicable for six continuing education points for CFRE™ International initial or recertification
- ◆ Workbook outlining all major course topics
- ◆ Templates for budget worksheets used in the course

CITIES & DATES

DETROIT November 5

NEW YORK September 18, October 29*, December 11*

PHILADELPHIA October 6*

SAN FRANCISCO October 3**

WASHINGTON, DC November 17

*Presented back-to-back with *Proposal Writing Seminar*

**Presented back-to-back with *Cultivating Grantmaker Relationships*

REGISTRATION FEE

\$195 per person

TIMES

CHECK IN AND COFFEE
8:30 am

WORKSHOP
9:00 am to 4:00 pm

PROPOSAL WRITING SEMINAR



For every grantseeker who wants to learn how to write proposals geared to foundations, and for experienced grantseekers who are initiating a foundation fundraising campaign.

More than 36,000 grantseekers have strengthened their skills with our most popular seminar. Expert instructors will teach you to craft a comprehensive, compelling proposal package—step by step. You'll hear what grantmakers have to say about proposals, and gain valuable insight into the review process.

"To hear what grantmakers have actually said about proposals made this course even more instructive. I'd recommend it to any serious fundraiser."

**Fundraising Consultant,
Philadelphia**

BENEFITS

- ◆ Gain the competitive edge with a well-crafted proposal package
- ◆ Learn the best way to present your information
- ◆ Humanize your story to present a compelling picture
- ◆ Convince funders to become part of your success and stay committed

TOPICS

- ◆ Cover letter, executive summary; your message to the grantmaker
- ◆ Statement of need; choosing data to support your case
- ◆ Comprehensive project descriptions; your proof of project planning
- ◆ Organizational overview, conclusion, appendices
- ◆ Researching the funder to position your proposal
- ◆ The grantmaker's proposal review process

BONUSES

- ◆ Applicable for six continuing education points for CFRE™ International initial or recertification
- ◆ Free copy of *The Foundation Center's Guide to Proposal Writing*, 5th Edition (a \$34.95 value)
- ◆ Workbook outlining all major course topics

CITIES & DATES

ARLINGTON, TX December 12

BOSTON November 20

CLEVELAND October 13**

EAST LANSING, MI November 7

FORT LAUDERDALE December 9

LAFAYETTE, LA October 17

LOS ANGELES November 12

MADISON, WI September 24

NEW YORK September 10, October 8,
October 28*, December 10*

PHILADELPHIA October 7*

SAN FRANCISCO October 1**

WASHINGTON, DC October 2**,
December 4

WINSTON-SALEM, NC November 6

REGISTRATION FEE

\$195 per person

TIMES

CHECK IN AND COFFEE
8:30 am

SEMINAR
9:00 am to 4:00 pm

*Presented back-to-back with *Proposal Budgeting Workshop*

**Presented back-to-back with *Cultivating Grantmaker Relationships*



DEVELOPING A FUNDRAISING PLAN

“This course showed us the merits of planning for our agency’s overall financial health, and how to think outside our usual box to find funds.”

Executive Director,
Cleveland

For grantseekers who are responsible for annual campaigns and for those who want to diversify their funding streams.

Diversifying your organization’s funding sources can be the key to long-term financial stability. In this course, you’ll learn to craft a fundraising plan that includes a healthy mix of resources. With careful planning and an understanding of the components of a well-orchestrated campaign, your organization can attain its fundraising goals.

BENEFITS

- ◆ Adopt an asset-based approach to fundraising
- ◆ Motivate and mobilize your fundraising team
- ◆ Establish a shared understanding of fundraising goals
- ◆ Develop a calendarized plan to guide individual efforts

TOPICS

- ◆ Recognizing organizational assets that will attract prospective funders
- ◆ Selecting a mix of funding partners
- ◆ Setting a financial goal for diversity of funding and knowing how to reach that amount
- ◆ Building and committing to a strategic fundraising calendar

BONUSES

- ◆ Applicable for six continuing education points for CFRE™ International initial or recertification
- ◆ Free copy of *Securing Your Organization’s Future* (a \$34.95 value)
- ◆ Workbook outlining all major course topics
- ◆ Templates for worksheets used in the course

CITIES & DATES

NEW YORK November 13

SAN FRANCISCO November 20

WASHINGTON, DC November 6

REGISTRATION FEE

\$195 per person

TIMES

CHECK IN AND COFFEE
8:30 am

COURSE
9:00 am to 4:00 pm

NEW COURSE!

CULTIVATING GRANTMAKER RELATIONSHIPS



For every nonprofit grantseeker and board member who wants to nurture and sustain their grantmaker relationships, from the initial approach through the life of a grant and beyond.

When the partnership between a nonprofit organization and its funders is strengthened, it's mutually beneficial. This course teaches you how to make the initial contact, help funders feel connected to your mission, cultivate grantmaker relationships throughout the grant process, and secure long-term stability for your projects.

"I am so glad you added this course, it's one of the most useful training sessions I've ever attended. Relationship building and cultivation are essential skills for anyone in foundation fundraising."

**Development Associate,
Washington, DC**

BENEFITS

- ◆ Improve the success rate of your initial contact with grantmakers
- ◆ Make cultivation a routine part of your interaction with funders
- ◆ Develop key members of your organization to become more effective grantseekers
- ◆ Keep your organization top-of-mind with grantmakers

TOPICS

- ◆ What funders expect from their nonprofit partners
- ◆ Strategies for making a strong initial contact
- ◆ Points of contact in a grant relationship
- ◆ Developing strong talking points about your organization and project
- ◆ Effective cultivation techniques and when to use them
- ◆ Planning for grantmaker site visits and meetings
- ◆ Maintaining productive relationships after a grant decision

BONUSES

- ◆ Applicable for six continuing education points for CFRET[™] International initial or recertification
- ◆ Free copy of *The Grantseeker's Guide to Winning Proposals* (a \$34.95 value)
- ◆ Workbook outlining all major course topics
- ◆ Templates for worksheets used in the course

CITIES & DATES

ATLANTA December 12

CLEVELAND October 14*

NEW YORK September 12, November 14, December 9*

SAN FRANCISCO October 2**

WASHINGTON, DC October 3*, December 5*

*Presented back-to-back with *Proposal Writing Seminar*

**Presented back-to-back with *Proposal Budgeting Workshop*

REGISTRATION FEE

\$195 per person

TIMES

CHECK IN AND COFFEE
8:30 am

COURSE
9:00 am to 4:00 pm



BUILDING A FUNDRAISING BOARD

“Excellent course; gave me concrete strategies for empowering my board to be more effective. It should be mandatory for all nonprofit CEOs and Board Chairs.”

**Executive Director,
Washington, DC**

For grantseekers, nonprofit executives, and board members of nonprofit organizations.

Your board members can become your most productive fundraising partners. This course will help you develop an action plan to engage your board, and provide you with strategies to accelerate their fundraising efforts.

Developed in partnership with BoardSource.

BENEFITS

- ◆ Build and sustain a board that's motivated to raise funds
- ◆ Cultivate new members and manage the board to ensure funding diversity
- ◆ Help board members overcome any resistance to fundraising
- ◆ Gain commitments to track their performance

TOPICS

- ◆ Clarifying the role of the board and its members in fundraising
- ◆ Assessing the board's readiness and motivation to fundraise
- ◆ Specific engagement strategies
- ◆ Building a culture of fundraising within your board
- ◆ Tracking your board's performance and reinforcing their efforts

BONUSES

- ◆ Applicable for six continuing education points for CFRE™ International initial or recertification
- ◆ Free copy of *The Board Member's Book*, 3rd Edition (a \$29.95 value)
- ◆ Workbook outlining all major course topics
- ◆ Templates for worksheets used in the course

CITY & DATE

NEW YORK November 7

WASHINGTON, DC October 21

REGISTRATION FEE

\$195 per person

TIMES

CHECK IN AND COFFEE
8:30 am

COURSE
9:00 am to 4:00 pm



GRANTSEEKER TRAINING INSTITUTE

“Thank you for the opportunity to participate in the Institute. The instructors were smart, engaging, and presented a huge amount of information in a clear, easy-to-follow format. And I cannot tell you how exciting it was to get an inside look at how a major funder operates.”

Executive Director, Atlanta

Master the keys to successful fundraising in five days. Applicable for 30 continuing education points for CFRE™ International initial or recertification

In just one week, the Foundation Center’s team of expert instructors will help you...

- ◆ **Develop** strategies to sharpen your fundraising focus
- ◆ **Learn** to articulate your funding requests more powerfully
- ◆ **Network** with peers and colleagues from the nonprofit world

DAY ONE

Develop a fundraising plan that will help your organization achieve financial stability...now and in the future. Evaluate your assets with an eye toward maximizing your strengths. Learn to set attainable goals and assess what you need to achieve them.

You’ll also receive *Securing Your Organization’s Future*, a \$34.95 value.

DAY TWO

Get started with mobilizing your board. Learn to maximize your board’s fundraising power and recruit members who have the best fundraising potential. **Special event:** join your classmates for a site visit with a leading grantmaker. You’ll get a real-world view of funder needs and interests.

You’ll also receive *The Board Member’s Book*, a \$29.95 value.

CITIES & DATES

ATLANTA November 17–21

NEW YORK October 13–17

SAN FRANCISCO December 1–5

WASHINGTON, DC September 15–19

DAY THREE

Search for funders that match your needs with hands-on, interactive training in our computer lab. Using our top-tier grantseeking research tool, you’ll learn to create a targeted list of your top prospects.

You’ll also receive a complimentary, one-month subscription to *Foundation Directory Online Professional*, a \$179.95 value.

DAY FOUR

Master proposal writing. Learn proven techniques that are the keys to a winning proposal, including the project budget. Get behind-the-scenes insight into the funders’ proposal review process and learn to strengthen each proposal component.

You’ll also receive *The Foundation Center’s Guide to Proposal Writing*, 5th Edition, a \$34.95 value.

DAY FIVE

Build grantmaker relationships with your proposal. Expanding on the principles established in Day Four, examine various funder expectations and learn to highlight your baseline proposal package and budget to meet their specific interests.

You’ll also receive *The Grantseeker’s Guide to Winning Proposals*, a \$34.95 value.

REGISTRATION FEE

\$795 per person for five full days

Limited seating...register today!

The *Institutes* sell out quickly.

NEW COURSE!

SECURING CORPORATE PARTNERSHIPS



For grantseekers who want to explore various corporate/nonprofit partnership models.

Today, corporations are taking an increasingly active role in supporting nonprofit organizations. This course will help you understand the unique characteristics of corporate funders, how their giving differs from that of U.S. foundations, and where to make inroads to gain their support.

“This is an outstanding concept for a course! Development folks haven’t focused enough on the corporate sector. This full-day session helped us learn how to refine and redirect our efforts.”

Community College
Development Officer,
San Francisco

BENEFITS

- ◆ Determine what your nonprofit can offer to meet corporate interests
- ◆ Find the best corporate partnership model for your needs
- ◆ Know the language of corporate partnerships
- ◆ Seek corporate support with confidence

TOPICS

- ◆ Why corporations contribute to nonprofits
- ◆ The scope of corporate resources available to nonprofits, and their characteristics
- ◆ Identifying and articulating your nonprofit’s assets and values to corporate partners
- ◆ Finding corporate partners for various needs
- ◆ Understanding corporate culture, hierarchy, and vocabulary
- ◆ Preparing for a successful corporate partnership; strategies for maintaining it

BONUSES

- ◆ Applicable for six continuing education points for CFRE™ International initial or recertification
- ◆ Complimentary one-month subscription to *Corporate Giving Online* (a \$59.95 value)
- ◆ Workbook outlining all course topics
- ◆ Templates for worksheets used in the course

CITIES & DATES

- ATLANTA October 7
BOSTON December 17
CLEVELAND December 16
LOS ANGELES December 9
NEW YORK September 30, December 3
SAN FRANCISCO December 11
WASHINGTON, DC September 24, November 14

REGISTRATION FEE

\$195 per person

TIMES

CHECK IN AND COFFEE
8:30 am

COURSE
9:00 am to 4:00 pm



OUTCOME THINKING AND MANAGEMENT

“This course definitely helped me rethink how we plan our programs, and it provided a framework to make them more effective. Since I attended, we’ve started surveying clients to assess the impact of our projects. My boss is thrilled.”

Program Officer, New York

For grantseekers and nonprofit executive directors.

Now, more than ever, donors ask nonprofits to prove the effect of their programs on the communities they serve. In this course you’ll learn how to apply an outcomes approach to your project, produce better proposals, and report on project impact.

Developed in partnership with The Rensselaerville Institute.

BENEFITS

- ◆ Shift your organization’s focus from project activities to outcomes
- ◆ Develop client-based targets and milestones for your programs
- ◆ Communicate your project ideas to donors in terms of outcomes and results

TOPICS

- ◆ Understanding how outcomes thinking differs from other approaches
- ◆ Using targets and milestones to describe a project and the intended results
- ◆ Applying outcome thinking to your project
- ◆ Addressing outcomes in proposals to build donor confidence about their investment

BONUSES

- ◆ Applicable for six continuing education points for CFRE™ International initial or recertification
- ◆ Free copy of *Program Development & Management—The Outcome Approach* (a \$15 value)
- ◆ Workbook outlining all major course topics
- ◆ Templates for worksheets used in the course

CITIES & DATES

ATLANTA September 24
BATON ROUGE November 14
CLEVELAND November 11
DETROIT September 19
NEW YORK October 22
SAN FRANCISCO October 28
SEATTLE October 30
WASHINGTON, DC September 26, December 11

REGISTRATION FEE

\$195 per person

TIMES

CHECK IN AND COFFEE
8:30 am

COURSE
9:00 am to 4:00 pm

CHART YOUR OWN COURSE!

On-site Training by the Foundation Center

Many organizations and funders prefer to have on-site training by the Foundation Center's experts. It's a practical alternative for nonprofits that want a suite of courses, and for those with scheduling or travel challenges.

Here's how it works. Schedule any Grantseeker Training Course from our curriculum—as many as your team needs. Our faculty experts will then present them in the location you prefer. This special service includes all course materials and publications.

As the nation's leading authority on philanthropy, the Foundation Center has more experience serving the grantseeking community than any other institution in the field. Both our resident and consulting presenters inform their topics with expertise in their respective fields and a keen awareness of the changing state of U.S. nonprofits.

For more information, e-mail
onsitetraining@foundationcenter.org



ABOUT THE FOUNDATION CENTER

Established in 1956, and today supported by more than 600 foundations, the Foundation Center is the nation's leading authority on philanthropy, connecting nonprofits and the grantmakers supporting them to tools they can use and information they can trust. The Center maintains the most comprehensive database on U.S. grantmakers and their grants—a robust, accessible knowledge bank for the sector. It also operates research, education, and training programs designed to advance philanthropy at every level. The Center's web site receives more than 56,000 visits each day, and thousands of people gain access to free resources in its five regional library/learning centers and its network of more than 380 Cooperating Collections in all 50 states, Puerto Rico, and Mexico.

For more information, please visit foundationcenter.org or call (212) 620-4230.



Our expert instructors will teach you how to succeed.

The Foundation Center takes an interactive approach to sharing its wealth of information, fostering team-building through small group exercises and topical discussions. As a participant, you will learn the latest strategies to deal with the challenges that grantseekers face today—and share your experiences with other nonprofit professionals from your region.

FREE BASIC TRAINING

Introductory Courses in our Regional Centers

If you want a brief introduction to some of the most popular topics, the following basic training sessions—from 60 to 90 minutes—are presented at no cost in each of our Learning Centers.

FOR NONPROFITS

- ◆ Grantseeking Basics*
- ◆ Grantseeking Basics in Spanish: *Principios de la búsqueda de fondos**
- ◆ Grantseeking Basics for International Organizations
- ◆ Before You Seek a Grant: A Checklist for New Nonprofits*
- ◆ Introduction to Corporate Giving
- ◆ Foundations and Their Role in Philanthropy
- ◆ Introduction to *Foundation Directory Online**
- ◆ Guide to the Resources on the Foundation Center's Web Site*
- ◆ Prospect Research Basics: Researching Individual Donors
- ◆ Proposal Budgeting Basics*
- ◆ Proposal Writing Basics*
- ◆ Proposal Writing Basics in Spanish: *Principios de la escritura de propuestas**
- ◆ How to Approach a Foundation*
- ◆ Introduction to Fundraising Planning*
- ◆ Your Board and Fundraising*

FOR INDIVIDUAL GRANTSEEKERS

- ◆ Grantseeking Basics for Individuals in the Arts
- ◆ Finding Foundation Support for Your Education
- ◆ Getting Started with *Foundation Grants to Individuals Online*

CITIES

Atlanta ◆ Cleveland ◆ New York ◆ San Francisco ◆ Washington, DC

DATES AND TIMES

foundationcenter.org/getstarted

*Also available as a webinar.

COURSE VENUE ADDRESS LIST

You will be notified when your registration has been processed.

The address for each course venue is also available on our web site: foundationcenter.org/marketplace/training/

Arlington, TX

Arlington Convention Center
Meeting Rooms 9-10
1200 Ballpark Way

Atlanta

Foundation Center
50 Hurt Plaza
Suite 150

Solinet
1438 West Peachtree Street NW
Suite 200

Baton Rouge

LANO
700 North 10th St.
Meeting Room #2

Boston

Northeastern University
Egan Engineering/Science Research Center (EC)
Raytheon Amphitheater
120 Forsyth St.

University of Massachusetts
100 Morrissey Blvd.
Campus Center, 3rd Floor

Cleveland

Foundation Center
1422 Euclid Avenue
Suite 1600

Cleveland Foundation
12th floor
Steven A. Minter Conference Center
1422 Euclid Avenue

The Forum Conference Center
St. Claire Room, One Cleveland Center
1375 E. 9th Street

Detroit

Wayne State University
David Adamany Undergraduate Library
5155 Gullen Mall

East Lansing, MI

Kellogg Hotel & Conference Center
Michigan State University
55 South Harrison Road

Fort Lauderdale

Nova Southeastern University
3100 Ray Ferrero Jr. Blvd.

Lafayette, LA

Women's Foundation
1st floor meeting room
4630 Ambassador Caffery Pkwy.

Los Angeles

Japanese American Cultural and Community Center
Conference Room 410
244 South San Pedro St.

Center for Healthy Communities
The California Endowment
1000 North Alameda Street

Madison, WI

Alliant Energy Center of Dane County
1919 Alliant Energy

New York City

Foundation Center
79 5th Ave

Oklahoma City

Oklahoma City University
2501 N. Blackwelder

Philadelphia

The Hub-Cira Center
Revolution Room
2929 Arch Street

San Francisco

Foundation Center
312 Sutter Street
2nd Floor¹
Suite 606²

San Francisco State University
835 Market Street
6th Floor
Room 612 & 613¹
Room 610²

Santa Ana, CA

Volunteer Center Orange County
1901 E. 4th St., Ste. 100

Seattle

Seattle Public Library
Fundraising Resource Center
1000 4th Ave.

Virginia Beach, VA

Virginia Beach Public Library
4100 Virginia Beach Blvd.

Washington, DC

Foundation Center
1627 K Street, NW
3rd Floor

Center for Association Leadership
Ronald Reagan Building & International TradeCenter
Concourse Level
1300 Pennsylvania Avenue, NW

Winston-Salem, NC

Forsyth County Public Library
660 W. 5th St.



FOUNDATION CENTER

Knowledge to build on.

Grantseeker Training Courses 2008 Registration Form

FOUR WAYS TO REGISTER!

ONLINE foundationcenter.org/marketplace/training

CALL (800) 424-9836 with credit card information

FAX (212) 807-3691 for credit card orders, using this form

MAIL completed form with payment to: Foundation Center • 79 Fifth Avenue • New York, NY 10003

SPECIAL DISCOUNT

SAVE \$25 for each additional person
SAVE \$25 for each additional course

PLEASE NOTE: additional registrations must be made at the same time. Sorry, these offers do not apply to the *Grantseeker Training Institute*.

COURSE	DATE(S)	CITY	NO. OF ATTENDEES	
Foundation Fundraising	_____	_____	_____	x \$125 = _____
Proposal Budgeting Workshop	_____	_____	_____	x \$195 = _____
Proposal Writing Seminar	_____	_____	_____	x \$195 = _____
Developing a Fundraising Plan	_____	_____	_____	x \$195 = _____
Cultivating Grantmaker Relationships	_____	_____	_____	x \$195 = _____
Building a Fundraising Board	_____	_____	_____	x \$195 = _____
Foundation Funding Research	_____	_____	_____	x \$295* = _____
Grantseeker Training Institute	_____	_____	_____	x \$795 = _____
Earned Income	_____	_____	_____	x \$195 = _____
Securing Corporation Partnerships	_____	_____	_____	x \$195 = _____
Outcome Thinking & Management	_____	_____	_____	x \$195 = _____

*Course fee for Foundation Funding Research is \$195 for current annual subscribers to *Foundation Directory Online Professional or Platinum*. To register at the reduced fee, call (800) 424-9836.

SUBTOTAL _____

SPECIAL OFFER DISCOUNT _____

TOTAL _____

PLEASE NOTE: Payment must accompany registration. We will mail a receipt when your registration has been processed. Sorry, no refunds.

NAME/TITLE _____ 2ND NAME/TITLE _____

ORGANIZATION _____

ADDRESS _____ CITY/STATE/ZIP _____

DAYTIME PHONE _____ FAX _____

E-MAIL ADDRESS _____

METHOD OF PAYMENT

- I have enclosed check/money order payable to the Foundation Center in the amount of \$ _____.
- Charge \$ _____ to my: Visa MasterCard AMEX (U.S. banks only—no foreign currency accepted.)

CARD NUMBER _____ EXP DATE _____ SECURITY CODE _____

CARDHOLDER NAME _____ SIGNATURE _____