

**October 4 in Crawfordsville 11am-2pm**  
"Board Recruitment & Orientation"  
Presenter: Vicki Floyd Clark

Need help recruiting? This workshop will help you first identify what skills you need on your board, and how to recruit with the needs of your organization in mind. Not all boards need the token "lawyer, banker, and CPA", yet many of us have served on boards where this misnomer has been the extent of our board skill diversity and recruiting plan. Find out who makes the best board members based on the needs defined on your strategic plan, and how you can get them "on board". This workshop will also go over the basics of a solid board orientation, so that clear expectations and roles are presented. When we begin with a culture of high expectation, we will have more informed, high performing board members.

**November 1 in Crawfordsville 11am-2pm**  
"Succession Planning"  
Presenter: Chip Neidigh

Leaders are the lifeblood of an organization. Key executives, invested board members, and other important stakeholders drive sustainable results. In this workshop participants will practice using a handful of simple tools to assess and manage a talent pipeline. Additionally, we'll therefore explore some seemingly paradoxical principles of building a strong culture of leadership development.

## Information

- **All 8 workshops - only \$100,** if registered and paid by February 3, 2016
- One Workshop - \$25 per person (\$15 if registered and paid one week in advance)
- Payment due at time of registration
- Lunch is provided

## Locations

### (Feb., Mar., Aug., & Sep.)

The Inn at DePauw  
2 W. Seminary St.  
Greencastle, IN 46135

### (Apr., May, Oct., & Nov.)

Crawfordsville Country Club  
3272 W Country Club Rd  
Crawfordsville, IN 47933

## To Register

### Crawfordsville Workshops

Registration information available at  
[www.mccf-in.org/grants](http://www.mccf-in.org/grants)  
or call 765.362.1267

### Greencastle Workshops

Registration information available at  
[www.pcfoundation.org](http://www.pcfoundation.org)  
or call 765.653.4978

# 2016 Nonprofit Learning Series

*Presented by*

**The Putnam County  
Community Foundation**

&

**The Montgomery County  
Community Foundation**



**February 9th in Greencastle 11am-2pm**  
"Fundraising for Nonprofits: Part 1"  
Presenter: Tim Ardillo

An effective, written fundraising plan provides a critical roadmap to increasing philanthropic support of your not-for-profit. The initial presentation will explore benchmarks and metrics that should be included in a fundraising plan, as well as the roles of staff and board. Then we will focus on understanding the seven faces of philanthropy to help you learn what motivates your donors so that you can ensure you have a donor-centered plan that incorporates one-on-one donor engagement and stewardship. Finally, we'll take time to evaluate your current development plans and work in small groups to incorporate fresh ideas as we learn from our peers. Participants should bring a current development plan to the workshop. Don't have a plan? We will provide you with a template to begin your work!

**March 8 in Greencastle 11am-2pm**  
"Fundraising for Nonprofits Part 2"  
Presenter: Tim Ardillo

Past donors are gems hiding in plain sight, waiting for a little cultivation to become future champions of your mission. This interactive session will focus on developing strategies and employing best practices in donor cultivation to increase major and planned gifts to your organization. We'll review the role of non-cash gifts in your development program and their appeal for donors and nonprofits alike, as well as addressing myths and challenges of planned gifts and resources for assistance accepting them at your organization. Finally, we'll discuss having a conversation about giving and the protocol for a structured discussion with donors to assess their philanthropic interests and the intersection of these interests with your institution. We will also have time for role play and practicing the conversation.

**April 12 in Crawfordsville 11am-2pm**  
"Poverty Simulation"  
Presenter: Jillian Henry

46.2 million Americans live in poverty every day. Many more have incomes above the poverty line, but their incomes are still low enough to qualify for programs like Food Stamps and Medicaid.

It is difficult for those of us who have enough to truly understand the situations that families living in poverty experience every day - the decisions they have to make and the fears and frustrations they feel. That is why we are inviting you to walk a mile in the shoes of those facing poverty by participating in a Poverty Simulation.

Our Poverty Simulation provides participants the opportunity to assume the role of a low-income family member living on a limited budget. The experience is divided into four 15-minute sessions, each of which you must provide for your family and maintain your home. As one participant commented, "This welfare simulation dramatically demonstrates how much time and energy many families have to give just to survive from day to day."

**May 10 in Crawfordsville 11am-2pm**  
"Back to Basics: What Every Grant Proposal Should Include"  
Presenter: June Miller

Preparing well-written grant proposals is an essential element in the fundraising effort and sustainability of every nonprofit. This workshop will outline the most important elements of getting started in writing grant proposals that will result in additional funding. The benefit of this workshop will be a greater understanding of what is involved in grant proposal writing and more funding for area nonprofits.

What you will learn:

- Grant writing myths
- Where to look for funding opportunities
- What nearly every grant proposal will include, every time
- How to complete the proposal form
- What funders are looking for in your proposal, and how to give it to them
- The top 10 reasons funding is denied and how to avoid 9 of them

**August 9 in Greencastle 11am-2pm**  
"Running Effective Meetings"  
Presenter: Susan Decker

Meetings...we all have them; we all have to attend them. If you're on a board, you've probably witnessed the best laid plans and initiatives die in a cycle of poorly planned meetings. Meetings, as well as committees and task forces need to be purposeful, and ultimately linked to your strategic goals. This workshop will educate your board on structuring meetings and committees that will serve your organization best. Strategies for making meetings more efficient and effective, including the use of consent agendas and various engagement techniques will make your next meeting a better use of everyone's time.

**September 13 in Greencastle 11am-2pm**  
"Marketing & Using Social Media"  
Presenter: Laura Huth

In this high-energy, results-focused workshop, you'll learn the best low-cost, high-impact marketing and outreach ideas for small to mid-sized nonprofits, especially those with no or limited staff. This workshop will focus on easy yet highly effective ideas for increasing visibility, raising awareness, boosting volunteerism, and even driving in donations. Learn how to align the proper media with the right audiences, and learn techniques ranging from storytelling to social media to print and electronic, online communications. We'll also discuss branding, message development and media relations. You'll pick up tips to make your communications pop, your fundraising awaken, and your board and staff engaged and excited.