



Arts · Food Banks · Museums · Service Organizations · Hospitals · Hospices · Educational Institutions · Land Trust Organizations · Animal Shelters · Religious Institutions · Trade Associations

Capital Development Services' staff works with many nonprofit organizations and associations to design and implement presentations of interest to their staff and volunteers. Popular on the speaking circuit, top presentations include:

ESSENTIAL COMPONENTS OF SUCCESSFUL FUNDRAISING

A must attend workshop for organizations considering ramping up their fundraising initiatives or considering a capital campaign. From assessing the organization's readiness to preparing for making a significant ask, the Essential Components of Successful Fundraising provides an overview of the four essential components in developing successful fundraising initiative.

GIVING AND GETTING

As so many nonprofits balance their visions of growth with the realities of limited funding, Giving and Getting explores how changes in philanthropic giving trends have reshaped the way nonprofit organizations need to compete for their piece of the philanthropic pie. Your organization will come away with a better understanding of the donor community and how to shape your effort to increase giving.

AVOIDING THE TOP 10 MISTAKES IN CAPITAL CAMPAIGNS

After more than two decades looking under the hoods of hundreds of nonprofits, Capital Development Services invites you to learn from the mistakes of others... From inadequate planning to poor prospect research, your organization will come away with a better understanding of how to avoid pitfalls in planning or implementing a capital campaign.

ATTRACTING, HIRING AND RETAINING DEVELOPMENT PROFESSIONALS

With greater competition for funds, and more emphasis on accountability, dynamic, professional leadership in a development professional is essential. This presentation focuses on best hiring practices that will help nonprofit organizations attract and retain the caliber personnel needed to excel in the development arena.

EFFECTIVE PROSPECT RESEARCH

Proficiency in research is a critical skill all development professionals should have in their back pockets to better determine donor capacity and connection to your cause. This presentation will explore numerous FREE, easy to use, internet tools and tricks that will help development officers build solid donor profiles and call sheets for key solicitation meetings as well as general guidelines and ethical practices pertaining to prospect research. Many nonprofit professionals know bits and pieces of information about their donor prospects. This session will explore a logical way to build a picture of your prospects' interests, assets, biographical information, civic affiliations and giving history.

CUSTOMIZED WORKSHOPS

With decades of experience in the fundraising arena, Capital Development Services offers several presentations in addition to those listed above and will gladly customize a workshop on your topic of interest related to fundraising and development professional hiring.

All workshops can be presented in one hour or can be customized as half day or full day workshops. To book these or other workshops for your nonprofit association, please contact our client development group at clientdev@capdev.com or 336-747-0133 x857.

For more information on these and other workshops, visit us on the web at www.capdev.com