

#101 Principles & Techniques of Fundraising

Presented by FINZ in collaboration with Indiana University's Fundraising School

5 - 9 October 2009, Mercure Hotel, 345 The Terrace, Wellington

Course overview

For over 30 years the Fundraising School at Indiana University has worked to perfect 'Principles and Techniques of Fundraising' as the ultimate fundraising course. Working in conjunction with Indiana University, FINZ now offers you the opportunity to benefit from this masterpiece - commonly known as '101'.

This five-day intensive course is an invaluable, comprehensive training programme for all levels of fundraisers. Not only will you be able to respond to ethical dilemmas and challenges with professional skill, you will also learn to identify and validate prospective donors and manage the fundraising process. 101 will give you the skills and confidence to plan a strategic fundraising programme, structure a successful solicitation and recognise how planned giving benefits your donors and your organisation.

Who should take this course?

The course is valuable to both new and seasoned professionals, volunteers and staff. As a new professional, you'll learn the 'must-know' strategies and tools of fundraising that will let you hit the ground running toward success. For seasoned professionals, this course will teach you creative ways to handle common problems, refine your management skills and reinvigorate your enthusiasm.

You'll learn how to

- Identify and validate prospective donors
- Manage the fundraising process
- Use research to match a donor's interests and needs with your nonprofit's mission and goals
- Build an annual fund donor base that keeps on giving
- Recognise planned giving benefits to your donors and to your nonprofit
- Respond to challenges and ethical dilemmas with professional skill.

Accommodation

The Mercure Hotel is situated at 345 The Terrace, Wellington.

We have negotiated a competitive bed and breakfast rate of \$135 per night for single occupancy and \$145 per night for double or twin. Prices include GST.

To obtain these rates call 04 802 3881 or email h1991-re01@accor.com to make your booking and quote booking reference 'FINZ 101'.

For more information contact FINZ on 0508 64 3469 or visit www.finz.org.nz

To Register

Complete your details and return, with payment to FINZ, PO Box 11203, Manners Street, Wellington 6142 or fax to 04 499 6624

Registrations close strictly on 25 September unless sold out prior. Limited to 50 places.

Fees (tick which applies)

Prior to 13 September 2009

- \$1550** Member
 \$1950 Non-member

Applies from 14 - 25 September

- \$1850** Member
 \$2150 Non-member

Includes materials, morning teas, lunches, afternoon teas and GST.

First name

Surname

Job title

Organisation

Postal address

Email address

Phone number

Payment details: Bank deposit Cheque enclosed Visa Mastercard

Account number is 02-0224-0324370-00. Use your name and '101' as the reference. Cheques payable to 'FINZ'

Credit card number

Expiry date

Name on credit card

Signature