

Building Blocks for Non-Profits Making The Ask – Solicitor Training

Wednesday, January 13, 2010

8:30 a.m. – 11:30 a.m., Pre-registration at 8:15 a.m.

Program Overview

Just Get on the Bike and Ride: Solicitor Training for Volunteers and Staff

“Making the ask,” like riding a bicycle, is impossible to learn just by reading a book. This session will provide the essential concepts and strategies, supplemented by extensive hands-on practice, role play, and opportunities to experiment with your organization’s own messages and needs. Board members and fundraising volunteers are encouraged to join staff, and bring specific ideas, questions, and funding initiatives.

The Presenter

Lisa Barnwell Williams – Vice President, Skystone Ryan, Inc.

Lisa Williams has more than twenty-five years of executive-level experience in fundraising and organizational development for nonprofit organizations. During her consulting career, she has served nonprofits locally, regionally and nationally, providing counsel in areas as diverse as capital campaign planning and execution, creating a development program, strategic planning, and solicitor training. She previously held senior development positions at Northern Kentucky Family Health Centers, Cincinnati Ballet, Cincinnati Playhouse in the Park, Agnes Irwin School and Whittier College. An immediate past board member of the Cincinnati chapter of AFP, she is a frequent speaker and trainer on topics relating to capital campaigns, major gifts solicitations, and the role of the nonprofit board. She holds a Bachelor’s degree from Williams College, Master’s degrees from New York University and Columbia University, and a Certificate of Advanced Study in Management from the University of Chicago.

Please return this form by January 6 with your organization's check for \$25 (\$35 for non-members) made payable to ReSource. **Please note we have a 24 hour cancellation policy in order to receive a refund.** Mail application and check to:

January 2010 Seminar Registration
ReSource
3610 Park 42 Drive
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(Phone 513-554-4944)
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(Attendee’s Name)

(Job Title)

(Organization’s name)

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Building Blocks for Non-Profits training programs are held at The Health Foundation of Greater Cincinnati located in the Rookwood Tower, 5th floor 3805 Edwards Road Cincinnati, OH 45209

Building Blocks is made possible in part by the following partners:

