



## Building Blocks for Non-Profits Developing Donor Relationships

Wednesday, March 9, 2011

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

### Program Overview

How many times have you heard, “It’s not *what* you know. It’s *who* you know?”. In a world of relationship-based philanthropy, it’s also *how well* you know them that produces results. So, how do you build those strong and trusting relationships with your donors?

*Developing Donor Relationships* will help you take your donor relationships to the next level. You will learn how to build mutual trust between you, your organization and your donors, and how to help donors explore their passion for your organization’s mission openly and without feeling exposed. You will also gain insight into how to help your donors meet their personal philanthropic goals by deepening your understanding of what motivates them to give.

Liz Knuppel provides practical guidance on how to facilitate more meaningful, more trusting – and ultimately more mutually rewarding – relationships between your organization and your donors through this highly interactive workshop. You will go home with usable tips for your large or small development shop.

### The Presenter

Elizabeth Kohler Knuppel, Skystone Partners, Managing Partner – Expertise includes capital campaign planning, major donor, foundation and corporate giving, and development and strategic planning. Before joining Skystone Partners, Ms. Knuppel held executive level positions with the Starling Project Foundation and Women Helping Women. Her service to nonprofit organizations includes Georgetown College, Toledo Sister Cities, Chamber Music Cincinnati, Peaslee Neighborhood Center, Corryville Suzuki Project, White County (Indiana) Memorial Hospital and Wesley Education Center for Children and Families. She is an active member of the Greater Cincinnati AFP. Knuppel holds a Bachelor’s degree from the University of Cincinnati College-Conservatory of Music.

Please return this form by March 2 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:

#### March 2011 Seminar Registration

ReSource  
3610 Park 42 Drive  
Cincinnati, Ohio 45241

(Phone 513.554.4944)  
(Fax 513.554.4966)

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(Attendee's Name)

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(Job Title)

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(Organization's name)

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**Seminar Location:** programs are held at The Health Foundation of Greater Cincinnati located in the Rookwood Tower, 5<sup>th</sup> floor 3805 Edwards Road Cincinnati, OH 45209

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

