

theTIMOTHYgroup®

YOUR FUNDRAISING PARTNER SINCE 1990

Recharge. Refresh. Renew. Development Training Seminar

Thursday, October 17

- 8:00 - Coffee Reception
- 8:30 - Welcome and Introductions
- 9:00 - The Biblical Basis of Asking | Ron Haas
- 10:00 - Mega-Major Donors and You | Pat McLaughlin
- 11:00 - SMART Annual Fund Planning | Jody Fausnight
- 12:00 - Lunch
- 1:00 - Asking for a Gift | Pat McLaughlin
- 2:00 - Campus/Organization Visits
- 4:00 - Afternoon Break
- 6:10 - Meet in Hotel Lobby for Dinner at FireRock
- 6:30 - Dinner at FireRock
- 8:00 - Dessert at Pat & Jane's Home

Friday, October 18

- 8:00 - Coffee Reception
- 9:00 - Successful Capital Campaigns | Pat McLaughlin
- 10:00 - Breakout Session
 - Room A: Data-Driven Strategies to Engage Donors | Jon Helder
 - Room B: Fundraising Principles from Paul | Ron Haas
- 11:00 - Breakout Session
 - Room A: Fundraising Communications Best Practices | Jon Helder
 - Room B: Maximize Your Strategic Plan | Kent Vanderwood
- 12:00 - Lunch
- 1:00 - Breakout Session
 - Room A: Finding & Winning Foundation Grants | Ron Haas
 - Room B: Executing Successful Fundraising Events | Kent Vanderwood
- 2:00 - Round Table Discussion | Pat, Ron, Kent, & Jon
- 3:00 - Bon Voyage!

* a short break will be provided at the end of each session.