



YOUR FUNDRAISING PARTNER SINCE 1990

Recharge. Refresh. Renew.
Development Training Seminar

Thursday, April 24

- 8:00 - Coffee Reception
- 8:30 - Welcome and Introductions
- 9:00 - The Biblical Basis of Asking | Ron Haas
- 10:00 - Christ-Centered Emotional Intelligence For Fundraisers | Rich Cummins
- 11:00 - Digital Marketing for Non-Profits | Jerry Grimes
- 12:00 - Lunch
- 1:00 - Identifying, Cultivating, & Soliciting Major Donors | Ron Haas
- 2:00 - Campus/Organization Visits
- 4:00 - Afternoon Break
- 6:10 - Meet in Hotel Lobby to Transport to FireRock
- 6:30 - Dinner at FireRock
- 8:00 - Travel Back to the Drury Inn & Suites

Friday, April 25

- 8:00 - Coffee Reception
- 8:30 - Breakout Session
 - Room A: Successful Capital Campaigns | Rich Cummins
 - Room B: Data-Driven Strategies to Engage Donors | Jon Helder
- 9:30 - Breakout Session
 - Room A: Clarify Your Message, Amplify Your Impact | Chad Sutton
 - Room B: Room A: Creating a Robust Annual Fund | Kent Vanderwood
- 10:30 - Breakout Session
 - Room A: Unlocking Donor-Advised Funds | Jonse Young
 - Room B: Fund Your Strategic Plan | Ken Riley
- 11:30 - Lunch
- 12:30 - Breakout Session
 - Room A: Finding and Winning Foundation Grants | Brian Meagher
 - Room B: Executing Successful Fundraising Events | Jody Fausnight
- 1:30 - Room Reset
- 2:00 - Round Table Discussion | Consulting Team
- 3:00 - Bon Voyage!

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