

## MAJOR GIFTS PROGRAMS THAT WORK... ...AND REALLY RAISE MONEY



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**Thursday and Friday — November 20-21, 2008**

**Prime F. Osborn III Convention Center**

**Jacksonville, Florida**

**Registration Opens 8:30am – Conference Start 9:15am**

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### WHO SHOULD ATTEND?

Non-Profit Executives, Development Officers, Board Members, Volunteers, Pastors, Clergy, Marketing Directors, PR Staff, who want to increase their knowledge and skills in the areas of nonprofit advancement, fundraising, and development.

### PARTICIPANTS WILL:

- Receive All The Tools You'll Need To Launch a Successful Major Gifts Program
  - Discover How to Identify New Donors that Give
  - Understand How to Gain Donor Confidence Through Prospect Research
  - Learn How to Secure 5,6, & 7 figure gifts
  - Earn .10 Adult Continuing Education Units
  - Spend Time With Our Nation's Top Fundraising Officers
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## **MAJOR GIFTS CONFERENCE – DAY ONE**

**Registration Opens 8:30am - Conference Start: 9:15am**

**Day One Adjourn 4:00pm**

### **FIRST RIGHT STEPS WHEN ESTABLISHING YOUR MAJOR GIFTS PROGRAM**

Ann E. Akerman, James P. LaRose, CFRE & Wesley A. Rediger Ed.D

### **PROFILING, RATING, INDIVIDUAL PLANS OF CARE**

James P. LaRose, CFRE and Wesley A. Rediger Ed.D

### **ANATOMY OF A PERFECT CAPITAL CAMPAIGN**

James P. LaRose, CFRE & Wesley A. Rediger Ed.D

### **CASE STATEMENTS THAT WORK AND REALLY RAISE MONEY**

James P. LaRose, CFRE & Wesley A. Rediger Ed.D

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## **MAJOR GIFTS CONFERENCE – DAY TWO**

**Registration Opens 8:30am - Conference Start: 9:15am**

**Day Two Adjourn 1:00pm**

### **MAKING THE ASK: Doing It Right. Doing It Well.**

Ann E. Akerman, James P. LaRose, CFRE & Wesley A. Rediger Ed.D

### **THE BOARD'S ROLE IN RAISING MAJOR GIFTS: Are You Ready?**

Ann E. Akerman & James P. LaRose, CFRE

### **WCD EXPO CONFERENCE EXHIBITS**

Hosted by the World Congress on Disabilities

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## **CONFERENCE TUITION: \$249 Two Day Conference**

***SPECIAL TUITION RATE: \$199***

***CFRE, AFP MEMBERS, UNITED WAY MEMBERS, and NDI ALUMNI***

