Introduction to Fundraising Workshop

Wednesday, February 28

Leadership Institute, Steven P.J. Wood Building
1101 N. Highland Street • Arlington, VA 22201
5:00 p.m. - 8:00 p.m. • $20 - or - Free with a friend

Attend the Leadership Institute’s Introduction to Fundraising Workshop to improve your organization’s fundraising efforts and increase visibility, supporters, and volunteers. This workshop will teach you interactive methods and tips used by organizations, public policy groups, and think tanks when it comes to your organization’s top donors and supporters.

Ideal attendees are
• Entry level development staff
• Public policy organization staff
• Conservatives raising money for their causes
• Interns

Much of our growth last year was a result of the specialized training and resources offered by the Leadership Institute.

Jason Heki
Development Director
ParentalRights.org

Register online at LeadershipInstitute.org or contact Angel Chitnatham at Angel@LeadershipInstitute.org or (703) 247-2000 ext. 235.
Comprehensive Fundraising Training

Choose one or attend all three schools:

**March 20 - 21 (9am-6pm)**  
High-Dollar Fundraising School – individually $150

“The LI High-Dollar Fundraising School was extremely helpful. After completing the class, I immediately put the skills I learned to use, and have already secured additional funding for my non-profit.”

Laura Law-Millett, Executive Director, GI Film Festival

**March 22 - 23 (9am-6pm)**  
Direct Mail School – individually $100

“The Direct Mail School compressed a wealth of information about fundraising into a few jam-packed days. The speakers were fantastic and alerted me to a whole host of resources and tactics I was unaware of - advanced video mailings, how to cultivate planned giving donors, etc. Shortly after attending, I landed a fundraising and development internship with State Policy Network. Thanks!”

Caleb Johnson, Development Intern, State Policy Network

**March 23 (9am-12pm)**  
Grant Writing Workshop - individually $50

“I loved the ‘matchmakers not beggars’ quote; very good explanation and preparation for grant writing. The PowerPoint presentation was a good resource, made it easy to understand sample proposal.”

Tyler O’Neil, Assistant Editor, PJ Media

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