



Fire Up Your Leadership Team for Fundraising: Turn Their Passion into Action.

a workshop with Gail Perry, CFRE
Tuesday, February 7, 2012
UR Jepson Alumni Center

Wish you could create a fired-up, engaged team that is excited about the future of your organization and eager to play a part in making it happen? Consultant and author Gail Perry, CFRE will share her internationally popular *Fired Up Fundraising* system of seven steps to ignite your organization's passion for fundraising.

Join us for this workshop which will inspire board members, CEOs, and your development team to achieve greater fundraising, overcome their fears, and put everyone to work where they can make the best contribution. Gail will show you how to make the fundraising process less intimidating, and how to empower all members of your leadership team to be in action making friends. You'll learn new ways to engage all of the members of your development team and to get the most out of everyone.

- How to inspire your development team members to a higher calling with deeper commitment.
- Discover how to create trust and collegiality.
- Understand what board members want - and how you can give it to them.
- Ways to Liven Up a Board Meeting.
- How to take the fundraising conversation to a deeper level.
- Tools anyone can use to open any door in town
- How to get your board members over their fear of fundraising.
- How to put board and staff to work in all parts of the fundraising cycle.

Workshop Schedule:

8:30 a.m. Registration & Continental Breakfast
8:55 a.m. Welcome and Introduction
10:30 a.m. Beverage Break
12:00 p.m. Box Lunch Distribution
12:15 p.m. Working Lunch/Q&A
1:00 p.m. Adjourn

Take advantage of special cost savings for the workshop by registering more than one person from your organization. This invaluable program will benefit **all** members of your leadership team, both volunteer and staff. **Don't come alone!**

See detailed pricing information on the reverse. Fee includes workshop, which qualifies for 3.5 hours of CFRE continuing education points (*applied for*), continental breakfast and a box lunch.

Our Speaker:

Gail Perry, MBA, CFRE, is a leader among a new breed of fundraisers. She is the best-selling author of *Fired-Up Fundraising: Turn Board Passion into Action* (Wiley). Her Fired-Up Fundraising approach, developed over the past 22 years as a non-profit philanthropy expert, has helped organizations raise hundreds of millions in gifts and support.



Gail consistently earns rave reviews for her workshops and speeches. She brings fundraising ideas alive, leaving attendees inspired, energized and excited about what they can accomplish. Her popular board retreats are industry favorites and are known for taking board members from fear of fundraising to enthusiasm. Gail conducts training webinars and her writing is often featured in *Guidestar*, *Fundraising Success* magazine, *BoardSource* and many other respected industry resources.

Gail launched her fundraising career at Duke University and then directed the fundraising program at The Kenan-Flagler School of Business, University of North Carolina at Chapel Hill. She is the founder of Gail Perry Associates, a Raleigh-based consulting and training firm, and is Past President of the Triangle Chapter of the Association of Fundraising Professionals. She holds an MBA and a BA with honors in English from University of North Carolina at Chapel Hill.

AFP Members - register at the member rate!



___ Yes, I want to attend the Workshop on February 7th, Fire Up Your Leadership Team for Fundraising!

Registrant Name _____

Organization _____

Phone _____ E-mail _____ Vegetarian meal _____

Additional Registrants:

1. _____ Vegetarian meal _____

E-mail _____

2. _____ Vegetarian meal _____

E-mail _____

3. _____ Vegetarian meal _____

E-mail _____

(Include additional names and e-mails on a separate sheet.)

Payment

- ___ VAFRE/AFP Member \$ 50.00
- ___ Season Pass Holder \$ 00.00
- ___ VAFRE Nonmember/Guest # 1 \$ 75.00
- ___ Additional Nonmembers/Guests: _____ x \$65.00 = \$

(for each additional guest from the same institution)

Total Due: _____

- ___ Check Enclosed
- ___ Charge the credit card below.
(American Express, Discover, MasterCard or VISA)

Name on Card : _____

Card Number: _____

Expiration Date: _____ Customer Verification #: _____

(from back of card)

Signature: _____

Register online at www.vafre.org or return this form with payment to: VAFRE, 2415-B Westwood Avenue, Richmond, VA 23230. Credit card registrations may be faxed to (804) 288-3551.

Questions? Call VAFRE at (804) 288-2950 or e-mail vafre@catapult-inc.com.

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