March BreakFACTS Progression of Giving: Major Gifts & Planned Giving

Facilitated by:
Sharon M. Doyle, Planned Giving/Major Gifts Officer
David Dugas, Director of Major Gifts & Planned Giving
Stephen Muzrall, Major Gifts Officer at Stonehill College

Join us for our March BreakFACTS! This session will increase your understanding as to how Major Gifts and Planned Giving can help improve your organization. What are the basic building blocks and knowledge that are necessary to make this happen? How do they all work together to help an organization achieve a successful Major Gift strategy?

In this session you will learn:

- The Arts and Science of Major Gift Fundraising
- Major Gift Giving Cycle
- Identifying donors
- Qualifying donors
- Solicitations
- After the Ask
- Gift Planning/Planned Giving
- Campaigns

Tuesday, March 25, 2014
9am-12pm
(8:30am registration)

$25 per person

Stonehill College
Martin Institute Auditorium
320 Washington Street
Easton, MA 02357

Directions attached.

For more information about this month’s facilitators, please visit: www.stonehill.edu/offices-services/cnm/programs/

For more information, call 508-565-1856 or email infononprofit@stonehill.edu.

http://www.stonehill.edu/cnm

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