

“Make It Happen” Monday Morning Coffee Sessions: Raising More Funds With What You Have
For nonprofit executives, leaders and development officers

Coffee and water provided. Limited seating. Text your name, title and organization to 832-877-8821 to reserve your spot. 8:30-9:30 a.m.

January		May		September	
11	“Go first...” Fundraising Planning and Management	2	Bricks and Feathers...Not All Money Is the Same	12	“Go first...” Fundraising Planning and Management
18	Case Statements	9	“Go first...” Fundraising Planning and Management	19	Leader, Know Thyself
25	Managing Volunteers	16	Leveraging Revenue Streams	26	Holiday Appeals
February		30	Better Photos For All Social Media—Let Everyone Do It	October	
1	Board Responsibilities	June		3	“Is it fundable?”
8	Personalized Stewardship	6	Morale Development, We’re Half Way Through the Year	10	6 Tips Learned From A Shoeshine Man
15	Managing Fundraisers	13	Donor Thank You Events	17	“Cause” First When Planning
22	Matching Gifts	20	Hidden Prospects	24	“Is it proposal ready?”
29	In-kind Gifts	27	“Campaigns, yes or no?”	31	Personalized Stewardship
March		July		November	
7	“Grow Your Team”	11	The Sponsorship Matrix	7	Using Photos in Solicitations
14	“Go first...” Fundraising Planning and Management	18	“Go first...” Fundraising Planning and Management	14	“Go first...” Fundraising Planning and Management
21	“Is it fundable?”	25		21	“Elevator speeches, yes or no?”
28	“Is the idea proposal ready?”	August		28	
April		1	Leadership and Communication	December	
5	Leader, Know Thyself	8	Dollars Are Great, Donors Are Better	5	Year-end Fundraising Efforts
12	Plaques and Other Junk—Give Meaningful Items	15	Planned Giving Planning and Messages	12	Voice Mail and Other End-of-the-Year Messages
19	“Fun runs, yes or no?”	22	Board Development Ideas		
26	Messages To Always Use	29	Incentives for Fundraisers		

Please [download the “Go first...” chapter one](#) before attending any topic as an overview that creates common framework for everyone. Each meeting will be interactive, facilitated conversations with handouts/resource. Also, check www.philanthropyliasion.com/videos for more perspectives and ideas.