



Duke University
Nonprofit Management Program

FUNDRAISING FOR SPIRITUAL COMMUNITIES

Friday, September 11, 2009, *Course ID: 12599*

or

Friday, November 6, 2009, *Course ID: 12600*

Each class will be held from 9am-4pm, in the Duke University Erwin Mill Building, Bay C, Room 103 C

At some point, every spiritual leader will face the inevitability of a capital campaign for some extraordinary need. Meanwhile, all avenues of fundraising must be carefully tended for a spiritual community to thrive.

Course Outline

I. Communication & Community-Building

Understanding and using the *Levels of Commitment* within any spiritual community for effective communication and maximum participation.

II. Capital Campaigns

A simple but effective three-step process (*Inform, Inquire, Invite*) to conduct successful capital campaigns, unique to spiritual communities

III. Annual Stewardship

Developing a ministry inventory, narrative budget, multi-tiered approach, and effective gratitude for annual giving.

IV. Planned Giving

Establishing endowment policy, ongoing congregational education, and legacy societies.

Description

Gain an understanding of the basic stages and philosophies behind conducting a capital campaign for a church or spiritual community; including enhanced annual stewardship practices, planned giving programs, and communication strategies. *Emphasis will be placed on strengthening community through the opportunities presented by the fundraising process.*

(\$98 / 6 hours) – Materials Fee: \$5, due at the start of the course (exact amount please)

Instructor: Andi Tilmann, andit@TriUnityConsulting.com

To register, call 919-684-6259 or visit www.learnmore.duke.edu/nonprofit.

For more information, call 919-668-6742