

The Dynamics of Women's Giving

Learn how to build and sustain powerful relationships with women donors

Women are changing the face of philanthropy! This course, designed through a collaboration of The Fund Raising School and Women's Philanthropy Institute at the Center on Philanthropy at Indiana University, will provide key insights into women's philanthropy and women's giving, allowing your organization to be successful in engaging women as donors.

YOU'LL LEARN

- How to work with women donors to clarify their philanthropic values, vision, and voice
- The evolution of women's philanthropy and women's philanthropic capacity
- How generational differences and family considerations impact women's giving
- Gender differences in communication styles
- How to use donor education programs to engage women donors
- Key considerations for building a women's giving program at your organization

WHAT YOU'LL RECEIVE

- A comprehensive, easy-to-use Study Guide with background reading
- A "Values, Vision, and Voice" assessment tool that you can use to deepen relationships with women donors
- Tips for cultivating and soliciting women donors

CLASS SCHEDULE (2 DAYS)

8:30 a.m. – 5:00 p.m.

CLASSES OFFERED IN 2008

- February 20-21, 2008 (Indianapolis)
- July 9-10, 2008 (Indianapolis)
- October 27-28, 2008 (Indianapolis)

COST: \$800

TO REGISTER

To receive a registration form, contact Kristin J. Hewlett, Registrar for The Fund Raising School, at khewlett@iupui.edu or 1-800-962-6692.

For more information on The Fund Raising School or Women's Philanthropy Institute at the Center on Philanthropy at Indiana University, visit our website www.philanthropy.iupui.edu

New Course for 2008
Developed collaboratively by
The Fund Raising School
and
Women's Philanthropy Institute