



Creating Sustainable Funding for Your Nonprofit

***August 25, 2017 from 10:00 am - 12:00 pm
Hanley Center at Origins***

In this highly engaging overview of the [Benevon Model](#), you will learn how to implement this systematic process for engaging and developing relationships with mission-focused individual donors. Learn to implement mission-focused, permission-based fundraising, how to make your organization more visible in your community, and how to identify and cultivate individual donors who are passionate about your mission.



Benevon trains and coaches nonprofit organizations to implement a mission-based system for raising sustainable funding from individual donors. This system ends the suffering about fundraising and builds passionate and committed lifelong donors.

Registration 

Members: FREE
Non-members: FREE



Presenter: Josh Hirsch, MS
September 1, 2017 from 11:00 am - 12:00 pm

Being a member of Nonprofits First provides for you a wealth of resources and tools. Existing members are invited to review member benefits and how to take advantage of them. New and prospective members are invited to an introduction on maximizing your benefits.

Registration 

Members: FREE
Non-members: FREE

Mindfulness In Action

Presenter: Aimee Bernstein
September 12, 2017 from 2:30 - 4:00 pm

Stress Less Achieve MORE mindfulness-in-action training develops a higher level of leadership and self-mastery in high-pressure environments. Our approach is built on three assertions:

1. We all get triggered and react at times when under pressure. This limits listening and negatively can affect relationships, decisions and actions.
2. Traditional stress management methods-meditation, yoga etc .- require that we take time out of our busy schedules to practice, which many people fail to do.
3. Research shows that the brain stores information based on arousal levels. Thus, we may not be able to draw on the calm state we find in meditation when in high-pressured situations.



Registration ▶

Members: FREE
Non-members: \$25

Marketing Your Personal Brand

Presenter: Whitney Cherner, LCSW

September 13, 2017 from 1:00 - 3:00 pm

Personal brand doesn't just apply to job-seekers. It's even more important when you are a professional and representing an agency. Your personal brand is all about who you are and what you want to be known for. If you want to learn how to manage your image and be your own PR guru, sign up for Marketing Your Personal Brand.



Registration ▶

Members: FREE
Non-members: \$25

Conflict Management for Leaders

Presenter: Linda Salzman

September 13, 2017 from 9:00 am - 12:00 pm

Being able to manage conflict and turn a potential negative into a positive is a skill that separates good leaders from great ones. Leaders must have a continuum of responses with prevention on one end and intervention on the other. Differentiating which conflict resolution tools fits with what situation is an integral skill for leaders. But first, they must recognize and acknowledge their conflict resolution strengths and challenges, both as an individual and as a leader. Leaders' increase their awareness, understanding, and skills in managing thoughts, communications, and behaviors before, during, and after conflict.



Registration ▶

Members: FREE
Non-members: \$25



Presenter: Josh Hirsch, MS
September 15, 2017 from 11:00 am - 12:00 pm

Being a member of Nonprofits First provides for you a wealth of resources and tools. Existing members are invited to review member benefits and how to take advantage of them. New and prospective members are invited to an introduction on maximizing your benefits.

Registration ▶

Members: FREE
Non-members: FREE

Communication Skills: Say It Clearly, Confidently, and Tactfully

Presenter: Dr. Elvina Muniute-Cobb
September 19, 2017 from 9:00 am - 12:00 pm

Each and every day we send out and receive hundreds of verbal and non-verbal communication messages - through our words, smiles, gestures, and texts. We know that our communication is the foundational stone of positive relationships and conflict prevention, yet sometimes it seems that we unintentionally send wrong messages, and other times we are perplexed by messages that we receive... How can we say



it so that others clearly understand what we mean? How can we listen to others beyond their words? What are the strategies to holding difficult conversations? Join Dr. Eivina Muniute-Cobb on September 19 as she explores the answers to these questions. Through discussion and practical activities this workshop will provide participants with an opportunity to identify patterns that hinder effective workplace communication, increase awareness of nonverbal communication, and practice holding difficult conversations.

Registration ▶

Members: FREE
Non-members: \$25

Three Crucial Strategies That Will Dramatically Increase Giving

Presenter: Jeremy Morse
September 20, 2017 from 1:00 - 3:00 pm

Research shows the way we approach individuals through our year-end appeals is not effective. Yet many nonprofits will make the same mistakes again this year. One of the biggest errors is throwing something together at the last minute.



Resolve to break this cycle by spending one afternoon each month in July, August and September learning about what motivates people to act on behalf of your cause. Make just three crucial changes this year and you will experience dramatically different results.

Each month we will dive in deep and explore a crucial concept that will change the way you approach your messaging to individuals. By the end of September, all of the strategic planning will be done and you'll be ready to produce your most productive appeal ever!

Registration ▶

Members: FREE
Non-members: \$25

Writing to Win: Grants that Get Results!

Presenter: Laura Morse

September 28, 2017 from 1:00 - 3:00 pm

Finding the right private or corporate foundation partner to fund your mission can sometimes seem impossible, but knowing the right approach can help you win funders over to your cause. This overview of grants management will cover the topic from identification, research, solicitation and reporting - from both the grantor and grantee perspective. This session will explore grant examples of "the good, the bad and the ugly" as writing lessons to improve skills.



Registration 

Members: FREE

Non-members: \$25

Membership Opportunities

Members of Nonprofits First enjoy [exclusive benefits](#) designed to increase your capacity to serve the needs of your clients. In addition to the cost saving opportunities on all Nonprofits First services, members are part of a community of nonprofit professionals with a demonstrated commitment to the continued strengthening of our industry.



Become A Member

501(C)Jobs

Looking for a job in the nonprofit sector? Visit www.501cjobs.org to view job postings, submit an application, and attach your resume.



(561) 214-7435 | www.NonprofitsFirst.org