



## ***Three Crucial Strategies That Will Dramatically Increase Giving***

***Presenter: Jeremy Morse***

***July 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**

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## ***Millennials In The Workforce***

***Presenter: Whitney Cherner, LCSW***

***July 25, 2017 from 1:00 - 3:00 pm***

Millennials (ages 18-34) currently make up 40% of the workforce. 53% of hiring managers say it's difficult to find and retain millennials. 58% of Millennials expect to leave their job in three years or less. While Millennials are the most educated generation in history, they have specific personality traits that managers cannot ignore. Millennials in the Workforce will teach managers what to expect when working with Millennials and how to develop an effective engagement strategy.



**Registration** 

**Members: FREE**

**Non-members: \$25**

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## ***Writing To Win: Grants That Get Results!***

***Presenter: Laura Bessiner-Morse***

***July 27, 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**



**Presenter: Josh Hirsch, MS**  
**August 4, 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**

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## **Communication For Leaders**

**Presenter: Linda Salzman**  
**August 9, 2017 from 9:00 am - 12:00 pm**

There is a strong correlation between the quality of your relationships and your ability to communicate. Your relationships are the foundation of your ability to lead. Enhance your ability to lead by exploring the components of communication, refining your existing skills, and expanding your capability by learning new skills and tools.



Registration 

**Members: FREE**  
**Non-members: \$25**

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## ***Three Crucial Strategies That Will Dramatically Increase Giving***

***Presenter: Jeremy Morse***  
***August 17, 2017 from 1:00 - 3:00 pm***

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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.

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