

Fundraising Certificate Series – Spring 2022

Fridays from February 11 – May 13 Held on Minneapolis Campus

Date	Time	Session	Instructor
February 11	8am - 4pm	Laying the Foundation for Fund Development	Gary Kelsey & Brendan Bannigan
February 18	8am - 4pm	Annual Strategies	Jenny Floria
February 25	8am - 4pm	Donor Motivation	Brent Hafele
March 4	8am - 4pm	Transformational Nonprofit Leadership	Audrey Kintzi
March 11	8am - 4pm	Nonprofit Messaging That Drives Giving	Brent Hafele
March 18	8am - 4pm	Researching, Cultivating, and Appreciating Foundations & Corporate Sponsors	Athena Adkins
March 25	8am - 4pm	Nonprofit Prospect Management and Research Techniques	Joseph Gonzales
April 1	8am - 5pm	Planned Giving & Capital Campaigns	Jeremy Wells (8am-12pm) & Andrew Lonsbury(1pm-5pm)
April 8	8am - 4pm	How to Write a Development Plan and Manage a Development Office	Audrey Kintzi
April 22	8am - 4pm	Grant Writing Essentials	Tessa Wetjen
April 29	8am - 4pm	Measuring Social Impact	Mel Gray
May 6	8am - 12pm	Budgeting for Your Fundraising Program	Rich Sathe
May 13	8am - 4pm	Asking for Major Gifts	Janene Connelly