

Do Business Better – or Go Out of Business. Which Will Your Nonprofit Choose?

with Simone P. Joyaux, ACFRE, Joyaux Associates

Tuesday, September 14, 2010

Jepson Alumni Center at the University of Richmond

The global economic crisis should serve as a wake-up call for doing business better. But such a tough wake-up call is really painful. And, far too many organizations aren't waking up anyway.

It's past time to learn how to operate as a truly adaptive organization. It's way past time for critical self-examination, learning, and change.

Learn this stuff today. Then your nonprofit will have a better chance of recovering now – and surviving the next bad times. Get it together better now – and your organization will be ready when the bad times start to improve.

Attend this workshop and you can help build a stronger nonprofit for any time, all times, forever. Topics include: what it means to build adaptive capacity and make change; core elements of strategic planning to define your organization's future and raise more money;

defining what it means to operate as a customer-centered and donor-centered organization; and, exploring the role and skills of staff to do this work.

Take advantage of special cost savings for the workshop by registering more than one person from your organization. This invaluable program will not only benefit you, but also your CEO, board members, and other representatives from your "team." **Don't come alone!**

See detailed pricing information on the reverse. Fee includes workshop, which qualifies for 4.0 hours of CFRE continuing education points (*applied for*), continental breakfast and a box lunch.

Our Speaker: Simone P. Joyaux, ACFRE, an expert in fund development, strategic planning, and board development, provides consulting services to all types and sizes of nonprofits. She teaches philanthropy at the university level, speaks at conferences worldwide, and regularly serves on boards. Her books, *Keep Your Donors: The Guide to Better Communications and Stronger Relationships* and *Strategic Fund Development: Building Profitable Relationships That Last*, receive rave reviews. The 3rd edition of *Strategic Fund Development* will be released in spring 2011. Simone has also written chapters in *The Fundraising Feasibility Study* and *Philanthropy in 7 Words*, and is a web columnist for *The Nonprofit Quarterly*.

As a volunteer, Joyaux founded the Women's Fund of Rhode Island, a social justice organization, and is a past chair of CFRE International. Simone has been recognized as RI's Outstanding Philanthropic Citizen, "demonstrating outstanding generosity and inspiring others," and as "an outstanding individual who has demonstrated her commitment to the community" by Leadership RI. Professionals and volunteers around the world describe Joyaux as "one of the most thoughtful, inspirational, and provocative leaders" in the philanthropic sector. Simone's website is full of free downloadable resources. Her weekly blogs and free e-news provide professional tips, pet peeves, and personal rants.



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September 14, 2010

8:30 a.m. Registration & Continental Breakfast

8:55 a.m. Welcome and Introduction

10:30 a.m. Beverage Break

12:00 p.m. Box Lunch Distribution

1:30 p.m. Adjourn

Jepson Alumni Center at the University of Richmond

Yes, I want to attend the Workshop on September 14th!

Registrant Name: _____ vegetarian meal

Phone: _____ E-mail: _____

Additional Registrants:

1. _____ vegetarian meal

2. _____ vegetarian meal

3. _____ vegetarian meal

4. _____ vegetarian meal

(include additional names on a separate sheet of paper)

Payment

<input type="checkbox"/> VAFRE Member	\$ 50.00
<input type="checkbox"/> Season Pass Holder	\$ 00.00
<input type="checkbox"/> VAFRE Nonmember/Guest # 1	\$ 75.00
<input type="checkbox"/> Additional Nonmembers/Guests: _____ x \$65.00 =	\$ _____

(for each additional guest from the same institution)

Total Due: _____

Check Enclosed Charge the credit card below.
(American Express, Discover, MasterCard or VISA)

Name on Card : _____

Card Number: _____

Expiration Date: _____ Customer Verification #: _____

(from back of card)

Signature: _____