

MOST POPULAR PRESENTATIONS & TRAINING SESSIONS

The Biggest Little Things

In fundraising, it truly is the little things that count. Learn how implementing an "Attitude of Gratitude" can build loyal donors, volunteers and staff that will increase your organization's bottom line and help advance your mission.

No Ask Fundraising

In tough economic times, it is crucial to increase outreach to current and prospective donors. This session brings board leadership and staff together to learn how implementing simple, "no-ask" fundraising strategies, including Advice Visits, Site Tours, and Thank You Calls, will positively impact your organization's bottom line.

Making the Ask

Asking for money is crucial for every nonprofit organization's success, yet often the area where board members are the most resistant and staff members have the least amount of training. This interactive session includes an overview of why people give, how to build relationships that increase giving, breakout groups to role-play real-life ask scenarios, and tips to succeed in asking for gifts large and small.

The 3 R's of Volunteers: Recruitment, Retention and Recognition

Great volunteers make any job easier and more fun, while difficult volunteers can sap energy and lower group morale. This interactive session includes an overview of why people volunteer, what motivates volunteers, breakout groups to brainstorm real-life scenarios, and ideas for volunteer recognition.

Culture of Philanthropy

Everyone on an organization's staff can be an important part of the development team, and non-fundraising staff members are often the first to become aware of a prospective donor's interests and capacity to give. It is important to train everyone in an organization on the roles they play that impact donor giving, donor loyalty and donor retention.

Dealing with Difficult People

In the workplace, we are often faced with others who may challenge our ability to get things done. Difficult people exist in every work situation, and learning to deal effectively with them will help advance any career. This interactive session includes an overview of this common problem, breakout groups to brainstorm real-life scenarios, and specific tips for dealing with problematic people.

The Basics of Board Development

Your organization's success is directly correlated with the strength of the board development committee, which is responsible for the recruitment, enlistment, involvement and retention of board members. This session covers the use of a board matrix to determine your board needs, the importance of integrating board recruitment with your strategic plan, and defined action steps and job descriptions to insure success.

The Terrible Ts of Special Events—Trash, Toilets and Tents

Event logistics can make or break your event. Reducing costs, maximizing in-kind partnerships and increasing logistics efficiency will directly impact your event's success. This session includes an overview of special events and will give you sample budgets, logistics plans, committee job descriptions, and tips and tricks to turn your event logistics from Trying to Terrific.

To schedule one of these presentations, or request a presentation or training topic customized to your audience or organizational needs, call 504.858.3249 or email susan@mancusoconsulting.com