



Development Director Learning Group

Tailored to meet the challenges facing fundraising professionals who are responsible for the creation and implementation of their organizations' development plan.

In this Learning Group, Development Professionals will receive coaching from experts and input from peers. Six two-hour virtual sessions provide hands-on training for fundraising professionals in nonprofit organizations to improve their skills. Participants will also create and/or refine their Development plan and learn the keys to its implementation.

Sessions & Topics:

Session 1: The Critical Role of the Development Professional

- Organizational Readiness for Fundraising
- Importance of an Audit and Assessment
- Assignment: Assessment Project

Session 2: The Components of and Strategy for a Development Plan

- Development Plan Overview
- Components Integral to a Development Plan
- Assignment: Development Plan project

Session 3: Development Planning

- Review Development Plan
- Incorporating all Components into Plan
- Assignment: Complete Development Plan project

Session 4: Leadership and Management

- Managing Up: Board Members and Management
- Motivating: Staff and Volunteers

Session 5: Implementation Strategies for Success

- Ethics and Accountability
- Data Management and Plan Evaluation

Session 6: Development Plan Presentations

- Participants Share Plans
- Peers Provide Feedback

Who Should Attend

This learning group provides a nuts and bolts approach to development planning for organizations that are building individual giving programs. Coaching is tailored to meet the challenges facing development professionals who are responsible for the creation and implementation of their organizations' development plan. Those who are seeking in-depth, specialized training and executive coaching with their peers should join this group.