



# Women in Development of Northeastern New York

Building networks, sharing best practices, and  
working collaboratively for our collective success.



## Circuit Training for Development Professionals

*Get ready to flex your fundraising muscles!*

**Tuesday, June 10, 2014**

**7:30-8:00 am** Registration, Networking and Buffet Breakfast

**8:00-10:00 am** Program

**New Location** The Century House, 997 New Loudon Road, Latham

**Cost** \$20/WID Members, \$35/Future WID Members & Guests

Attendees will spend quality time with local, experienced fundraisers in an intimate round table setting, then move to another table/topic to learn best practice ideas to ensure success in 2014!

**Topics Include:**

*A Written Fund Development Plan: Why you need one, who does it, and what to include  
Closing the Major Gift*

*Top 3 Secrets to Successful Planned Giving*

*Give Investors What They Want: Outcomes! (Learn to Think Like a Grantmaker)*

*The Stewardship Puzzle - Putting the Pieces Together*

*Donor Cultivation & Stewardship*

*CFRE Certification 101*

*Pitch Your Story and Hit A Media Home Run!*

*WID Membership: The Path to Personal and Professional Development*



Media Sponsor:

**Yes!** I would like to attend **Circuit Training** on June 10.

**Registration deadline is June 3.**

- Please reserve \_\_\_\_\_ spots for WID members (at \$20/each).
- Please reserve \_\_\_\_\_ spots for future WID members & guests (at \$35/each).
- I would like to become a member of Women in Development (\$60/annually).

How did you hear about this program? \_\_\_\_\_

**Please list the names of the people who will be attending:**

Name \_\_\_\_\_

Member       Future Member/Guest

Name \_\_\_\_\_

Member       Future Member/Guest

**Please provide your contact information:**

Organization \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime Phone \_\_\_\_\_ Email \_\_\_\_\_

**Please send payment to:** Women in Development • P.O. Box 5871 • Albany, NY 12205 • [membership@widny.net](mailto:membership@widny.net)  
**To register online by credit card, visit our website at:** <http://www.widny.org/programs.htm>