Spring 2019

Fundraising Concepts & Practices (CORE)
January 28-29
An overview of all fundraising programs. Learn how to integrate various fundraising activities with a major gifts emphasis.

Capital Campaigns (CORE)
February 4-5
Learn the essential concepts and components of a capital campaign and how to lay the necessary groundwork for a successful capital campaign.

Prospect Research & Donor Relationships (ELECTIVE)
February 21-22
Prospect research is an important component of the development program and organizations wishing to obtain major gifts from individuals, corporations or foundations must do their homework.

Grant Writing (ELECTIVE)
March 4-5
This seminar will focus on the development of successful grant proposals. It is designed to assist both first-time and seasoned proposal writers.

Annual Giving (CORE)
April 9-10
This course will focus on strategies for developing a donor-focused annual fund program.

Public Relations & Marketing (ELECTIVE)
April 25-26
Learn how public relations concepts and techniques can enhance development programs.

Visit our website at cfm.unomaha.edu to register.

Each class is held for two-consecutive days from 8:30 A.M. to 5 P.M., on the UNO Dodge campus at 6001 Dodge Street in Omaha, Nebraska. Each class costs $279 and includes instruction, materials, parking, lunch and refreshments.