Spring 2019

Fundraising Concepts & Practices (CORE)
January 21-22
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.

Registration opens Nov. 1. Visit our website at cfm.unomaha.edu for more information and 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.