

FUNDRAISING EVENTS & MAJOR GIFTS for Community Non-Profits

A Special Workshop presented by
the Bartlesville Kiwanis Club at
the Bartlesville Community Center
Wednesday, June 14, 2017
11:30 a.m. to 1:30 p.m.

Free and open to the Public. However, **please call us** at (918) 977-3400, ext. 4 to **Reserve a space**. Also let us know **if you would like lunch** at \$10 (cash or check).

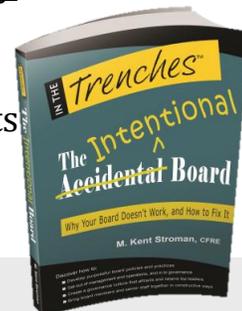
The Special Workshop

Your fundraising events are successful – they raise money for your mission and help introduce people to your organization’s great work. (Or do they?) They can also cost a lot to produce, take up significant staff/volunteer time, and leave you exhausted. In this workshop, you will learn how to determine if your fundraising events are truly cost-effective, and how you can use these events as a way to fill your pipeline of prospective major donors.



Participants will receive:

- 4 worksheets to analyze events’ financial profitability
- 2 worksheets to evaluate the non-financial impact
- 6 tips for using events to identify larger gift prospects
- Insight from Kent’s vast fundraising experience



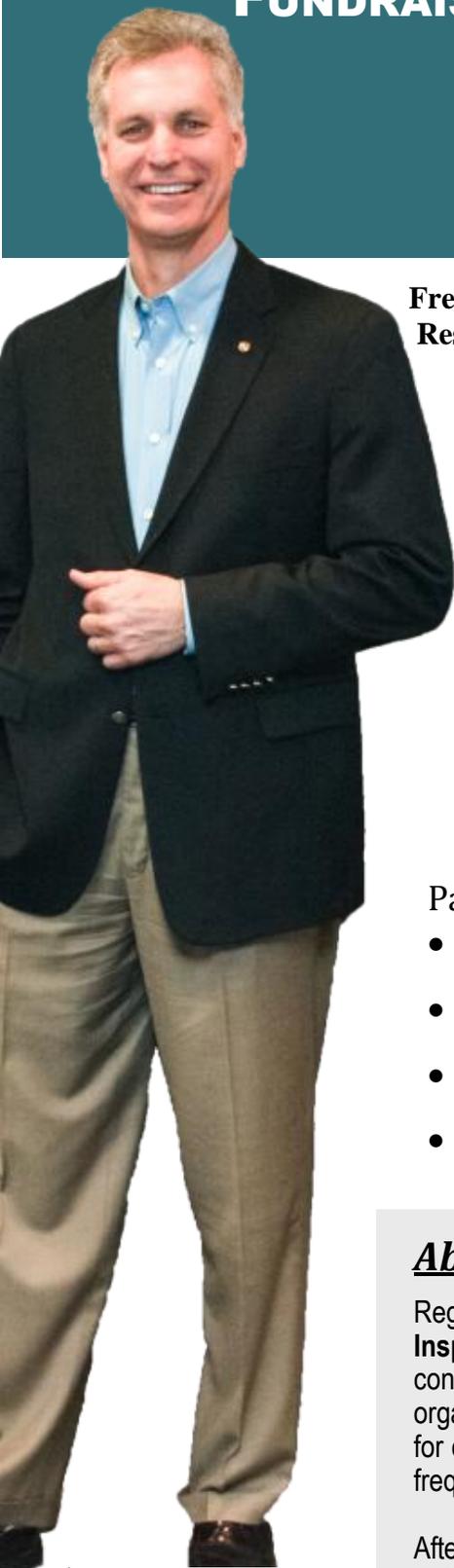
About the Speaker

Regarded as **America’s ASKING Coach**, Kent Stroman’s purpose in life is to **Equip, Inspire and Encourage**. He accomplishes this through speaking, writing, teaching, consulting and executive coaching. Since 1976 he has been involved in teaching and organizational leadership, impacting countless organizations with his contagious passion for excellence. Kent’s appeal transcends age, culture and occupation and has made him a frequent speaker to regional, national and international audiences.

After a 25 year career in higher education, Kent launched STROMAN & ASSOCIATES, consulting in **fundraising, board governance, strategic planning** and **leadership development**. He holds numerous credentials including Certified Fund Raising Executive (CFRE).

In 2012 Kent created the INSTITUTE FOR CONVERSATIONAL FUNDRAISING™ with the mission of “Equipping leaders to dramatically transform their fundraising results.” The Institute is laser focused on relationships and specializes in long term, strategic, sustainable, mutually rewarding relationships between donors and the charitable organizations they support.

**For more information on Kent Stroman, call (918) 336-6626
or e-mail Kent@ConversationalFundraising.com.**



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reach new heights