

Day 1 - Monday, August 29th

<u>Time</u>	<u>Topic</u>	<u>Instructor</u>
8:00-8:15	Introduction to Course	Lyndsey Reichardt, CFRE
8:15-9:00	Module I: Why Philanthropy?	Lyndsey A. Reichardt, CFRE
9:00 - 10:30	Module II: Current & Prospective Donor Research	Donna Bruner, CFRE
10:30 - 10:45	BREAK	
10:45 - 12:15	Module III: Marketing & Communications	Jason Huff, MBA, CFRE
12:15 - 1:00	Lunch Break	
1:00 - 2:30	Module IV: Developing a Comprehensive Solicitation Program	Yvette Hartsfield, CFRE
2:30-2:45	BREAK	
2:45 - 4:15	Module IV Continues	Yvette
4:15 - 4:30	Wrap up Day 1	Lyndsey

Day 2 - Tuesday, August 30th

<u>Time</u>	<u>Topic</u>	<u>Instructor</u>
8:00 - 8:15	Housekeeping	Lyndsey
8:15 - 10:00	Module V: Building & Sustaining Relationships	Maria Bradford, CFRE
10:00 - 10:15	BREAK	
10:15 - 12:00	Module VI: Securing the Gift	Linda Haley, CFRE
12:00 - 12:45	Lunch Break	
12:45 - 2:00	Module VII: Volunteer Involvement	Kate Bruggeman, CFRE
2:00 - 2:15	BREAK	
2:15 - 3:30	Module VIII: Management	Cathy Krane, CFRE
3:30 - 4:15	Module IX: Accountability	Bret Heinrich, CFRE
4:15 - 4:30	Wrap Up Day 2	Lyndsey