



Chicago Chapter

## FIRST COURSE IN FUNDRAISING

Wednesday-Thursday  
July 15-16, 2009

**Kellogg Conference Center**  
Northwestern University  
340 East Superior Street  
Chicago, IL 60611

**First Course in Fundraising** is a two-day educational program for those new to fundraising and provides an overview of the profession and the fundamentals of the development function.

Topics include:

- an introduction to philanthropy and the development professional
- planning for successful fundraising
- the integrated development program,
- annual giving
- securing major gifts from individuals
- obtaining grant support
- the roles of volunteers, board members and CEOs, and
- managing development office operations.

Workbook, lunches and refreshment breaks are included in the registration fees.

Who should attend?

- Those entering the fundraising profession
- Volunteer leaders
- Trustees or members of the development committee
- CEOs of not-for-profit organizations
- Development support staff

First Course Faculty:

**Rosalyn Averette-Priester CFRE**, Trinity United Church of Chicago

**Marilyn Benuska CFRE**, Community Support Services

**Grant Gilbert CFRE**, The Morton Arboretum

**Marilyn Foster Kirk CFRE**, University of Illinois at Chicago

**Mark McKelvey**, YMCA of Metropolitan Chicago

**Kathleen M. Monteleone CFRE**, Resurrection Development Foundation

**Barbara Tieder**, Chicago Family Health Center

**Randy Varju CFRE**, Advocate Charitable Foundation

Approved Provider For



Continuing Education

*AFP offers Continuing Education Units (CEUs) for  
successful completion of **First Course in Fundraising**.  
Participants must attend all sessions on both days to be eligible for CEUs.*

***Please return the reservation form attached to register!***