



DEVELOPMENT DAY

September 20, 2019
Radisson Blu Aqua

CHICAGO

TURNING AROUND YOUR BOARD TO CREATE DIVERSE, MOTIVATED AND EFFECTIVE TRUSTEES WHO WILL RAISE MONEY FOR YOUR ORGANIZATION

Nonprofit boards have been described as everything from a helpful nuisance to a complete waste of time. In fact, many CEOs see their boards as a necessary evil. What's the secret to building a successful board? We'll explore one way to increase your board's productivity through building stronger relationships, sharing hidden skills, and strengthening possibilities. This session focuses on community building techniques used by Peter Block and Peter Senge that will help build your board's overall effectiveness. A case study will show how one board increased fundraising by 400% using this method.

LEARNING OUTCOMES:

By the end of this interactive panel session, participants will:

- Learn how diversity can increase opportunity to fundraise and build community impact;
- Discover how community building techniques can encourage engagement and explore new approaches to solve old problems;
- Understand how connectivity can be the glue that holds a board together and helps find new ways to explain mission;
- Uncover hidden skills and talent that can benefit the overall organization.

SPEAKERS:

Donna M. Davis, CEO and Principal, The DG Group

Peter Zehren, Major Gifts, The Salvation Army



Donna M. Davis, CEO and Principal, The DG Group

Donna has two decades of experience serving in both the public and private sectors. She has served in leadership positions in some of New York City's premier non-profit organizations in fundraising, communications, and marketing. To date Ms. Davis, has helped to leverage the investment of over \$800 million in New York City communities and raised over \$500 million dollars.

She currently is a board member and assists a variety of organizations including, the Universal Hip Hop Museum, the only NYS chartered museum dedicated to hip-hop culture and historical preservation, Ladies of Hope Ministries, International Association of Fashion Stylist, and executive speech writer for Black Enterprise Magazine National Conferences.

As a presenter, Ms. Davis speaks on the topic of fundraising, relationship building management and diversity in philanthropy.



Peter Zehren, Senior Donor Relations Director, The Salvation Army

Peter Zehren has raised millions in New York and Wisconsin and currently works for The Salvation Army. His experience includes serving as chair and member on boards across the sector. He has established partnerships with fortune 100 companies and represented United States nonprofits in India as a US Delegate.