



PO Box 40767
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Fax 04 528 2588
www.foresee.co.nz

**FUNDRAISING
· TRAINING ·
ASSOCIATES**

ADVANCED FUNDRAISING MANAGEMENT

**A course never before offered by any other
non profit training provider!!**

Take your career to the next level and
make a greater contribution to your organisation's
management. Improve your outputs by harnessing
excellent management skills.

Learn about the

SIX STEPS TO SUCCESSFUL FUNDRAISING MANAGEMENT

- Strategic planning
- Managing the money
- People relationships
- Fundraising
- Systems and processes
- Marketing

Where: **Auckland**

When: **11 June 2010**

Time: **8.30am - 5.00pm**

Cost: **\$995.00 + gst**

**This investment in your fundraising potential
also includes:**

**A follow-up TWO HOUR
telephone coaching session
with either of the presenters
valued at up to \$500.00**



**An advanced one day
workshop for senior
fundraisers who are
managing staff or wanting
to progress their careers
into fundraising
management**

Who should attend:

- Funding Managers
- Fundraisers aspiring to
management level
- CEO's and other NFP
managers
- Board members and
Trustees interested in the
fundraising process

Employers:

Send along your senior
fundraisers — an excellent
course for succession planning

Presenters:

Your presenters are two of New
Zealand's leading career
fundraisers with many years
experience in organisational
management and fundraising
management. Both Dwyllis
Brown and Heather Newell have
CFRE, an international
fundraising qualification. Dwyllis
has eight years of fundraising
management, raising millions of
dollars, while Heather is New
Zealand's foremost practitioner
in fundraising communications.
(See over for more information.)

**Attend this course and you
will be on your way to
achieving your own CFRE
qualification**

**To register, go to
www.foresee.co.nz
or email
kirsty@foresee.co.nz**

ADVANCED FUNDRAISING MANAGEMENT

By attending this executive level master-class you will learn:

- The differentiation between Governance and Management
- Managing your time effectively
- People and HR management issues
- Financial planning and evaluation
- Strategic planning and processes
- Delegation and coaching
- Communications – internal and external
- Marketing and public relations
- The importance of relationship building

Follow-up 2 hour Telephone Coaching Session

(Included in the cost of the workshop)

Everything seems straightforward and simple when you attend a workshop but, back in your office, some of your notes don't quite make sense! Or perhaps you didn't ask a vitally important question.

Take advantage of the offer of a coaching session with Heather or Dwyllis and you can clarify any points you missed during the workshop.

Normally valued at around \$500 for two hours, the follow-up coaching session will ensure your learnings are fully relevant to your workplace and that all the ideas you learnt at the workshop are practical and able to be implemented.

If you would like to continue the coaching on a regular basis by phone, email or face to face - our presenters will draw up a proposal tailored to your needs. Coaching and mentoring can be for individuals or small groups, at times to suit you.

Talk to Heather or Dwyllis at the workshop about setting up your free telephone coaching session for a time and day that suits you.



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YOUR PRESENTERS



Heather Newell
of Foresee Communications Ltd
CFRE, MCOMMS, MFINZ

Heather Newell has a strong background in both communications and fundraising. Her qualifications include Master of Communications and CFRE (certified fundraising executive), and she's the publisher of two monthly subscriber publications – *Fundraising New Zealand* and *Sponsorship Profile*. Her case studies and stories include the best of the best from around New Zealand. Heather is the director of Foresee Communications Limited, a company which has been providing fundraising resources, training and advice to New Zealand communities and businesses since 1993.



Dwyllis Brown
of Fundraising Training Associates
CFRE FFINZ

Dwyllis Brown is a New Zealand based fundraising consultant, lecturer, trainer and practitioner with a successful career spanning more than 20 years. Dwyllis has worked as a fundraising manager for the past six years. She has earned worldwide acclaim and respect as a leading expert in her specialty field of legacy and bequest funding. Her passion for fundraising and positive attitude has enabled her to raise millions of dollars for worthwhile causes. She has taught and inspired both fundraising professionals and volunteers to raise many more millions all around the world.

**To register, please fill in
the attached form or
go to**

www.foresee.co.nz

or email

kirsty@foresee.co.nz



REGISTRATION FORM

ADVANCED FUNDRAISING MANAGEMENT

Where: **Auckland**

When: 11 June 2010

Time: 8.30am - 5.00pm

Cost: \$995.00 + gst
(Includes 2hr Follow-up Telephone Coaching Session)

NAME _____

TITLE _____

ORGANISATION _____

ORG ADDRESS _____

PHONE _____ MOBILE _____

EMAIL _____

Address Invoice To:

Names of Additional Attendees:



FEES PAYABLE

Excl GST	GST	Incl GST
\$995.00	124.37	\$1119.37

No. attending

@ \$995.00 \$ _____

+ gst 12.5% = \$ _____

TOTAL \$ _____

A cheque made out to 'Foresee Communications Ltd' is enclosed

I have paid online at www.foresee.co.nz

Please send me an invoice/receipt

Booking Terms and Refund Policy

- Registrations will be accepted up to three days before the course date, subject to availability
- Payment of course fees is expected on registration
- A full refund will be given if cancellation is made by a registrant 10 or more working days before the course date
- If notice of cancellation is between 5 and 10 working days, 50% of the course fee will be refunded
- No refunds will be issued for cancelling within 5 working days of the course
- If the course is cancelled by Foresee Communications, a full refund will be given
- Foresee Communications reserves the right to alter the training course programme. In that case, all efforts will be made to contact course registrants to advise them of any major changes
- Payment of course registration assumes acceptance of these terms and conditions

Venue advised upon registration