



PO Box 40767  
Upper Hutt  
Tel 04 528 0742  
Fax 04 528 2588  
www.foresee.co.nz

## BIG BUCKS FOR BUILDINGS

If you are contemplating fundraising for a really big ticket item like a sports development, a new building or a piece of medical equipment you know that you are not going to achieve it through sausage sizzles and celebrity auction dinners.

By coming on this course you will quickly learn how the process works, what preparation you need before engaging professional assistance, what budget you may require and some of the traps and pitfalls to avoid.

### Content includes:

- Types of campaigns run in New Zealand
- The key components of successful campaigns
- What preparation and planning is required
- The feasibility study and why it is important
- Identifying where the money will come from
- The case statement
- The gift chart
- The campaign team—roles, leadership, management
- Public launch
- Timing and execution

### EVERY ATTENDEE RECEIVES A “BIG BUCKS FOR BUILDINGS” RESOURCE KIT

**Auckland: Wed 23<sup>rd</sup> March 2011**

**Wellington: Tue 29<sup>th</sup> March 2011**

**Time: 1.00pm—4.00pm**

**Course Fee: \$395 + gst**

**Early Bird: \$345 + gst**  
(Available until 14th Feb 2011)

**TO REGISTER FILL IN REGISTRATION FORM (see following page) and FAX TO:**

Foresee Communications Fax (04) 528-2588

Or phone Foresee on (04) 528-0742

### Who would benefit from this course?

- Council chief executives
- Project managers
- Campaign leaders and volunteers
- Managers of facilities in any sector
- Community organisations with capital needs
- People who see a powerful future for their organisation
- People wanting to create endowment funds or scholarships funds for the future



**Your speaker, Heather Newell,** has a strong background in both communications and fundraising, including Master of Communications and CFRE. Director of Foresee Communications Limited, she publishes two monthly subscriber publications – *Fundraising New Zealand* and *Sponsorship Profile* – and has been providing fundraising consultancy services since 1993. Heather has vast experience in local government, and also coached Waipa District Council through its capital campaign to upgrade Karapiro in readiness for the 2010 Rowing World Cup.



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## REGISTRATION FORM

### BIG BUCKS FOR BUILDINGS

Please tick: \_\_\_\_\_ Auckland 23rd March '11  
 \_\_\_\_\_ Wellington 29th March '11

No. attending: \_\_\_\_\_

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

ORGANISATION \_\_\_\_\_

ORG ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_ MOBILE \_\_\_\_\_

EMAIL \_\_\_\_\_

Address invoice to (if different from above):  
 \_\_\_\_\_

Names of additional attendees:  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

### FEES PAYABLE

FEE*	GST	TOTAL
EB \$345	51.75	\$396.75
Std \$395	59.25	\$454.25

No. attending: \_\_\_\_\_

@ EB \$345.00 \$ \_\_\_\_\_

@ Std \$395.00 \$ \_\_\_\_\_

+ GST @ 15% \$ \_\_\_\_\_

**TOTAL DUE** \$ \_\_\_\_\_

Please tick:  
 \_\_\_\_\_ A cheque made out to Foresee Communications Ltd is enclosed.  
 \_\_\_\_\_ I have paid online at www.foresee.co.nz  
 \_\_\_\_\_ Please send me an invoice.

#### Booking Terms and 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

\* EB = Early Bird (see over page for EB dates)  
 Std = Standard