

Co-curricular Funding In High Schools

Methods to Keep Your School on Top

The changing dynamics of state and local funding has pressured many schools into very difficult decisions regarding what can be included in general operations budgets. Most vulnerable are those activities that provide critical growth opportunities for our young people: athletics, theatre, art & music.

Learn sound techniques for filling in the budget gaps as you build your capacity to raise private funds.

Join us as we explore the opportunities awaiting you in this new era of school activities funding.

Send us your questions and thoughts.

If you have specific questions prior to the seminar let us know. We will make sure to address them in the presentations.

GivingPoint. Athletics
Partners in Fundraising

1407 1st Avenue North

Fargo, ND 58102

P: 701-364-4001 / F: 701-356-8118

www.mygivingpoint.com

WHERE:

Fargo Holiday Inn
Hotel & Convention Center
3803 13th Ave. S., Fargo, ND 58103
Phone: 701-281-2700

WHEN:

Tuesday, October 11, 2011.
Registration will begin at 8:30 a.m.
Lunch will be served at 12:00 p.m.
The seminar will conclude by 4:00 p.m.

REGISTRATION DEADLINE:

Thursday, September 25, 2011

COST:

\$65 per person in advance.
\$90 for 2 from same organization in advance.
\$75 per person at the door.
\$110 for 2 from same organization at the door.
Nonrefundable after September 30, 2011.

REGISTRATION:

Register at www.mygivingpoint.com or mail check and the completed attached registration form to:

GivingPoint

1407 1st Avenue North

Fargo, ND 58102



SCHOOL ACTIVITIES

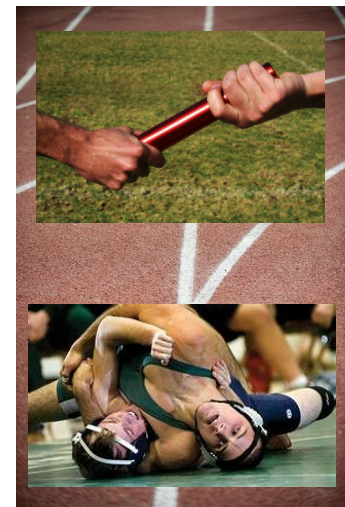
NAVIGATING THE NEW ERA

Join us at a seminar for
school administrators, school
foundations, activity directors,
coaches and volunteers

in

Fargo

Tuesday, October 11, 2011



PRESENTERS:



Rob Bollinger - Executive Director of University

Advancement - Bemidji State University (9 - 10:15 a.m.)

Building Relationships - One Step at a Time

Rob Bollinger’s development experience began with the creation of the Fighting Sioux Club at the University of North Dakota where he also oversaw the ticket licensing for two new arenas: The Alerus Center and The Ralph Engelstad Arena. Bollinger most recently applied his expertise to bring about the sellout of seats at The Sanford Center, home to Bemidji State Beavers Hockey. A coach at heart, Rob shares how the appropriate cultivation “touches” build successful philanthropic relationships.

Eric Peterson and Charlie Knott - Owners

Preferred Loyalty Solution (10:30 - 11:45 a.m.)

Anyway Dollars - Capturing Support Every Day

Your calendar is already full of events and your volunteers are overextended. If only there were a better way to capture dollars to impact your programs on a monthly basis. Eric Peterson & Charlie Knott, owners of Preferred Loyalty Solutions believe there is a better way and have developed a loyalty reward program that can increase revenues for merchants, reward your supporters for consistently using the program, and bring your organization the monthly revenue you desire.

Cullen Children’s Foundation (12:30 - 1 p.m.)

The Minnesota Wild’s Matt Cullen has scored many goals throughout his hockey career. Now, through the work of Cullen Children’s Foundation, “goals” has taken on a whole new meaning. Since its founding in 2003, Cullen Children’s Foundation has set its sights on two goals: 1. Improving the quality of life for children and their families who are dealing with cancer or life threatening diseases. 2. Increasing awareness of children's healthcare issues, especially cancer. A representative of the Foundation will share the story of inspiration, success and the impact their efforts are having on “Cully’s Kids.”

Erv Inniger– Senior Associate Athletic Director

for Development and External Relations, NDSU

(1:15 - 2:30 p.m.)

Purposeful Cultivation - Stories of Success

In the last decade, Erv Inniger has worked with donors to raise millions for NDSU athletics. Inniger has spearheaded fund drives which have resulted in the \$6.2 million Newman Outdoor field, a \$2.5 million project at Ellig Sports Complex, a new outdoor track facility, major improvements to the soccer fields and wrestling room and the establishment of endowment funds for almost every sport at NDSU.

Shannon Schweigert - Principal & Owner

GivingPoint (2:45 - 4 p.m.)

Getting Started – What You Need to Know to Begin

Major donor relationships are built upon sound development practices. Learn the science and art of building an effective development program from impulse donor acquisition through sustained and perpetual donor relationships. Shannon Schweigert of GivingPoint will share the theory and practice of what you need to get started, and to reach new heights in your fundraising efforts.

REGISTRATION FORM

Name/s

Company/Organization

Address

City, State, Zip

Email

Phone

Number Attending: _____

Price Per Person _____

Total: _____

Make checks payable to GivingPoint.

This program is sponsored by GivingPoint, a regional fundraising firm whose mission is to build fundraising capacity - at every level. To read more about our presenters or to register online please visit www.mygivingpoint.com. Call us at 701-364-4001 with any additional comments. See you soon!

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