



SISTERS of CHARITY  
FOUNDATION  
OF SOUTH CAROLINA

*Learning Academy*

## Successful Fund Raising- It Can Be Done

### Philosophy

As good stewards, it is the desire of the Sisters of Charity Foundation of South Carolina to provide a diverse population of nonprofit organizations addressing poverty in South Carolina with the opportunity to expand their skills and knowledge and enhance educational access, while cultivating personal and organizational responsibility and capacity.

The purpose of the Foundation's Learning Academy is to leverage training and educational opportunities for the capacity building needs of multiple nonprofit organizations in the state of South Carolina.

The Learning Academy strives to develop intentional individuals and organizations who are empowered, informed and responsible, provide learning environments that integrate emerging trends and innovation and promote continuous learning.

### Who Should Apply?

This introduction to fundraising roles and responsibilities workshop is suggested for staff and/or board members responsible for fundraising for your organization.

*Tuesday, April 13 from 10 a.m. - 4 p.m.*

*(Registration begins at 9:30 a.m.)*

*Sisters of Charity Foundation of South Carolina Office*

This basics of fund raising session will explore personal and professional belief systems about money, sales and asking for dollars. This highly interactive workshop will introduce new fund raising tools and techniques to participants. The day will include small and large group facilitated activities and a lunchtime panel discussion with experienced fund-raising professionals.

Participants will have the opportunity to assess the strengths and weakness of their organization's foundation and capacity for fund raising. At the end of this course participants should understand general fund raising guidelines for smaller nonprofits, how to develop fund raising goals to achieve the organization's mission and typical funding sources.

Basic fund raising tools and techniques will be offered and participants will leave with an action plan to customize fund raising activities for their small nonprofit organization.

### About the Facilitator

*Cindy Nixon-Witt*

Cindy has more than twenty-five years experience in coaching, training, business ownership, corporate and nonprofit fund raising, community relations, leadership development and media relations. She is a professional grant writer, has worked as a volunteer and professional in fund raising, event planning and development positions with the American Cancer Society, Diabetes Association, United Way, Communicare, Baptist Health Care, Columbia College and Women in Philanthropy. She presently works as a professional Life Coach and Consultant credentialed with \*Success Unlimited Network® and affiliated with the International Coach Federation.

To allow more interaction and learning opportunities, each workshop is limited in size. Participation in the workshop is determined by a selective process. The selection process requires the submission of a completed application form for each person seeking attendance.

Please mail, fax or e-mail your application to Katrina Spigner at the Sisters of Charity Foundation of South Carolina:

2711 Middleburg Drive | Suite 115 | Columbia, SC 29204  
o: 803.254.0230 | f: 803.748.0444 | kspigner@sistersofcharitysc.com

**APPLICATION DEADLINE:  
April 6, 2010**

Applicants will be notified of decisions  
April 8, 2010.



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Name \_\_\_\_\_

Current Position/Title \_\_\_\_\_ Years with Organization \_\_\_\_\_

Organization \_\_\_\_\_ Age of Organization \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Does your organization a 501(c)3 nonprofit status?      \_\_\_ Yes      \_\_\_ No

How did you hear about this workshop? \_\_\_\_\_

Brief overview of the work of the organization \_\_\_\_\_

Organization's Mission \_\_\_\_\_

Operating methods (A brief explanation of how the organization works.) \_\_\_\_\_

Annual Operating Budget \_\_\_\_\_

Funding (A description of where the organizational funding comes from, with percentage breakdowns where available.) \_\_\_\_\_

\_\_\_\_\_ Grants \_\_\_ Events \_\_\_ Annual Donors \_\_\_ Other \_\_\_

Governance (An explanation of how the organization is run, to whom it is answerable and how it forms policy.) \_\_\_\_\_

Geographical spread (The counties in which the organization is active, the presence of regional offices, the number of staff employed and the headquarters location.) \_\_\_\_\_

How does your organization (through mission or project) address poverty in South Carolina? \_\_\_\_\_

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