

CAGP • ACPDP™

CANADIAN ASSOCIATION OF GIFT PLANNERS
ASSOCIATION CANADIENNE DES PROFESSIONNELS EN DONNS PLANIFIÉS

LONDON ROUNDTABLE

TGIF Lunch and Learn Series

Friday, September 10, 2010

SESSION: Rising to the Occasion - Get the Most Out of Your Donor Visits

This session will offer practical tips on various ways to meet with donors, samples of good conversation starters and elements to consider in developing your listening skills. Improve the success of your face-to-face meetings and move your donor relationship forward through thoughtful preparation before, great conversation during, and effective follow-up after a donor visit. Learn how to relate to individuals, secure the meeting and respond to various scenarios based on real-life cases. By sharing your life experiences and passion for your cause with donors, you will find common ground and build strong donor relationships.

FEATURED GUEST:



Yolanda Bronstein is a Senior Development Officer in Gift & Estate Planning at SickKids Foundation. She has been working in the non-profit sector for 18 years and as a fundraiser for 10 -- most recently as the Director, Legacy Giving at Mount Sinai Hospital Foundation. Her career spans from direct marketing to legacy giving, grass-roots to national organizations. Yolanda has found her calling as a dedicated legacy giving ambassador. She is a member of CAGP and an active volunteer on the Professional Advisors Committee in the GTA.

WHERE: Windermere Manor

200 Collip Circle, London, Ontario (Northwest of Western Road and Windermere Road)
Conference Room A: 2nd Floor / Directions: 519.858.1414 or <http://www.windermere Manor.com>

TIME: Lunch 11:45 a.m. - 12:15 p.m. / Session: 12:15 - 1:30 p.m.

RSVP: RSVP by September 7th USING THE ON-LINE REGISTRATION at <http://www.cagp-acpdp.org> /
Queries to jbeaton@stegh.on.ca or 519.631.2030, x2727

COST: \$25.00 CAGP Members / \$40.00 Non-members SECURE ON-LINE PAYMENT

Reservations required for all sessions. Did you register and cannot attend? Substitutions or cancellations must be made at least 48 hours prior to the event. Your registration is transferrable to another individual for this session if you are unable to attend.

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