



**Endowment Leadership Institute/
Fundraising Academy**
Jewish Community Foundation of Greater Hartford

Educational sessions for 2009-2010

Planned Giving in Today's Environment –WORKSHOP

Wednesday, September 9, 2009

12:00 – 2:00 p.m.

Learn how to respond to a changing fundraising climate by creating interest in planned giving with strategies and techniques presented by **Charles B. Gordy, J.D.**, Director of Planned Giving at Harvard Law School. Discover a multitude of ways to approach prospective donors about flexible current and future gift vehicles.

Belt Tightening in Challenging Economic Times- brown bag session

12:00 – 1:00 p.m.

Wednesday, October 14, 2009

Join a discussion, facilitated by **Doreen Fundiller-Zweig** and **Cathrine Fisher Schwartz** about how to weather difficult times for nonprofit agencies and synagogues such as creating strategic alliances, employing low-cost marketing and public-relations techniques and sharing office space and equipment.

Endowment Fund Management–WORKSHOP

Friday, November 6, 2009

12:00 – 2:00 p.m.

A return visit by **Michael A. Miller, CFA**, Managing Director of Colonial Consulting LLC, advisor to community foundations and nonprofit organizations. Mr. Miller will provide an update on today's financial markets and the outlook for 2010. Hear from an expert about lessons learned from the Madoff scandal and Ivy League college investment models, as well as basic concepts such as the unique aspects of endowment investing, asset allocation strategies, how to invest in bad economic times, preservation of capital and avoidance of market timing.

Employment Law for Nonprofits –WORKSHOP

Wednesday, December 9, 2009

12:00 – 2:00 p.m.

What you don't know can hurt you. Federal, state, and local laws govern nearly every phase of the employment relationship. Nonprofit organizations with employees must comply with the same federal, state and local laws to which all employers are subject and are subject to the same types of litigation, with the potential of jury verdicts granting substantial damage awards. This session, led by **Alice DeTora, J.D.** of Robinson & Cole, will highlight key employment law issues including at-will employment, conducting evaluations/terminations, managing employee leaves and use of independent contractors.

Telling Your Story – Creating a Compelling Case Statement- brown bag session

Wednesday, January 13, 2010

12:00 – 1:00 p.m.

Fundraising is fundamentally storytelling, and your case for support is how you tell your story to potential donors. Storytelling is a powerful art that can be used to strengthen your fundraising efforts and promote your mission. Join **Carol Mon** of the Connecticut Storytelling Center for a session on how you can enhance communications by using storytelling to convey what is most important to your organization.

Sunday, March 21, 2010

9:00 a.m. – 12:00 p.m.

NON-PROFIT GOVERNANCE FORUM
Leading in Challenging Times

Jewish Community Foundation of Greater Hartford
Jewish Federation of Greater Hartford- CJEL

A half-day forum with keynote speaker, breakout sessions and one-on-one clinic time for agencies and synagogues. The forum offers in-depth training on leadership, board development, financial responsibility, and other topics on nonprofit governance.

Attendance is mandatory for agencies and synagogues participating in Leave a Jewish Legacy and CJEL: Executive Directors, Development Directors, Agency Presidents, Endowment Chairs and Educational Program Staff.

The Ask –WORKSHOP

Thursday, April 15, 2010

12:00 – 2:00 p.m.

Laura Fredricks, author of *The Ask* and a Nonprofit Fundraising Consultant, leads an exceptional workshop for experienced and novice fundraisers on how to ask individuals, in person, for a charitable contribution, major or planned gift or to participate in a challenging capital campaign. Ms. Fredricks also addresses the importance of an integrated ask and offers sample dialogues you can use and adapt in your donor conversations.

Fiscal Management Practices- brown bag session

Wednesday, June 9, 2010

12:00 – 1:00 p.m.

Nonprofit financial health is not a matter of endowment balances or grant size. Even nonprofits with large budgets must manage their resources to provide services effectively and remain accountable to the public. Financially healthy nonprofits of all sizes are committed to a culture of accountability and transparency and follow financial best practices. Learn from **Priya S. Morganstern**, Director of the Hartford Program, ProBono Partnership, about the range of fiscal management practices – from designing a budget to engaging an accountant—that lead to organization success.