



Present



Fundraising: Bringing Wealth to Your Mission

Friday, October 9, 2009

8:30 am - 4:00 pm

Loyola University Chicago, 25 E. Pearson, Chicago, Illinois

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Preparing people to lead extraordinary lives

Get your philanthropic career on track! **Breakin' It Down** features **Keynote Speaker Terry Calhoun**, workshops from seasoned fundraising professionals, inside tips from top foundation and corporate giving representatives, networking and more!

\$30/person includes: morning workshops, keynote speaker presentation and luncheon, and special afternoon "Speed Networking" session

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Name, Title, Organization

Address, Phone and E-mail

Total No. Attendees

Names of Attendees

Will you attend: morning session, luncheon session or afternoon session, or entire conference

Payment method: payable to Latinos in Development, cash or Visa/MC.

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BREAKIN' IT DOWN 2009 MORNING SESSION

Participants will be able to select two of the following workshops to attend:

9:00 - 10:15 AM

WINNING PROPOSALS

This introductory workshop will focus on how to position your organization for successful grantsmanship and prepare winning proposals to secure private foundation and corporate funding (government grants not included).

Presenter: Edwin Claudio, President, PWnet

10:30 - 11:45 AM

PEACE DEVELOPMENT FUND: A MODEL FOR SOCIAL JUSTICE PHILANTHROPY

This workshop, in large part, will focus on defining social justice philanthropy and relationship building in the philanthropic sector, with concrete examples from Peace Development Fund.

Presenters: Kazu Haga and Ray Santiago, Peace Development Fund

PLANNING FOR FUNDRAISING SUCCESS

This hands-on session looks at the step-by-step process involved in creating an organization's plan to raise the funds it needs to carry out its mission. The workshop includes the roles of staff, board and volunteers; budgeting; work plans; and timelines.

Presenter: Eva Booker, President, Creative Consulting Solutions

INDIVIDUAL DONORS: HOW TO GET THEM; HOW TO KEEP THEM

Whether we are in an economic downturn or not, individual donors represent the area of growth for non-profit organizations. This workshop will provide strategies on how to grow your donor base and how to take care of the donors you already have.

Presenter: Mary F. Morten, President, Morten Group

KEYNOTE SPEAKER: TERRY CALHOUN

Managing Partner,
Terry Calhoun & Associates

12:00 - 2:00 PM

AFTERNOON SESSION SPEED NETWORKING

2:00 - 4:00 PM

Mr. Calhoun has more than 20 years of leadership experience building and leading educational institutions, solving banking concerns, managing financial service oriented enterprises and Charitable Organizations. His commitment to excellence motivates clients to reach their full financial potential while assuring clients and prospects the superior client service that they deserve from a knowledgeable and trusted advisor. Calhoun, a Court of the Table member of the Million Dollar Round Table (MDRT), is dedicated in serving his clients and prospects with exemplary performance and the highest standards of ethics and professional knowledge. As a member of the MDRT, Mr. Calhoun is passionate about philanthropic support of the fundraising arm of the MDRT. An integral part of the MDRT Foundation Fund Distribution Division, Calhoun and the other members of the team were responsible for granting \$2.34 million to 278 charities in 10 countries. In addition to the MDRT, Calhoun is a member of the Association of Fundraising Professionals. Calhoun specializes in Probate and Estate Planning, Charitable Giving Strategies, Retirement Planning, College Funding and Wealth Management Services.

This session is designed to give small to mid-sized organizations access to foundation and corporate giving program staff. Participants choose up to four program officers to hear their giving priorities, then describe their mission looking for a match for future discussion.

Confirmed Foundations & Corporations

Boeing, Chicago Community Trust, Chicago Foundation for Women, Circle of Service Foundation, Crossroads Fund, Field Foundation of Illinois, Fifth Third Bank, Lloyd A. Fry Foundation, Grand Victoria Foundation, MacArthur Foundation, McCormick Foundation, Peace Development Fund, Polk Bros. Foundation, U.S. Department of Housing and Urban Development (HUD), Wieboldt Foundation, Woods Fund of Chicago



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