

## If your organization struggles with fundraising, you are not alone.

Many small nonprofits cannot afford trained development staff, and current training options tend to be expensive, transactional (a single class or course) and focused on a single individual. With ED's stretched for time you need training that can build your development program, be applied immediately, and isn't a theoretical exercise.

**What if we could train your high performers and board members so that everyone has a hand in development?** Not only would this training build a more sustainable fundraising program, but it would better engage everyone in the work.

## Fundraising *Accelerator* Boot Camp

A unique training program designed to develop your leadership team into a cohesive fundraising unit. Using a highly customize and interactive format based around six key principles, your organization will learn to identify, cultivate and steward your top opportunities. Each member of your team will leave with an understanding of their role in development and what they can do to set your organization up for success.

### Teambuilding Trainings

Train up to four people at once (for the price of one!)

*A strong development program is not a one-person job -- even if only one person is assigned to it*

### Customized Sessions

Small class sizes, customized to group needs

*Small classes allow content to be tailored to the group's need*

### Peer Learning

Practical "tried and tested" learning from other nonprofits

*Through discussion we adapt tactics and strategies to your unique operation and culture*

### Your Database

All lessons and exercises use your data and donor lists

*You not only learn concepts, you get work done*

### Your Top Opportunities

Leave the session with a development plan created around top three opportunities

*We don't try to do everything*

### Your Execution

Integrate tactical development activities into your operations

*The best fundraising plan in the world is only good if it's used*

### Boot Camp Outcomes & Benefits:

- **Two to three top revenue opportunities** identified based upon your donor base
- **Development Plan** created around 2-3 opportunities
- **Real-world integration of tactics and strategies** within your existing staffing structure
- **Analyze past performance** and identify potential problem areas or opportunities
- **Measure success** beyond simply total dollars raised through learning focus
- **Team-building** within your organization and promoting a culture of philanthropy
- **Peer learning** with other organizations

## Who Should Attend:

**Executive Director or CEO** – Senior leadership must drive the fundraising conversation.

**Development Manager or Staff** – Any staff member currently working on fundraising. This could also include a program officer or someone involved with programs.

**High Performers** – Engage your high performers through professional development that will be incredibly meaningful if they ever want to run a nonprofit in the future.

**Board Members or Volunteers:** Deepen relationships with Board members and volunteers, and introduce the role they play in raising funds and the impact they will have.

## What people are saying about the Chicago Fundraising Accelerator:

### Exceptional content

*"The content, especially the online forms, were better than any other boot camp or seminar we've been to. Also, the individual consultation was incredibly valuable."*

*"I wasn't completely sure what would be covered, but out of the similar programs I've attended, I think I'm taking away the most. It wasn't a lot of new information, but the forms, discussion, and worksheets really got me thinking about new ideas and how to improve our current practices."*

*"It will make your current fundraising plan more data-driven."*

### Expert facilitation and consultation

*"The presenter is knowledgeable, and the entire session was example focused, which was very helpful."*

*"It really helped us to have an outside opinion to brainstorm new ideas and a new outlook on our data and programs."*

*"A helpful way to dig deeper into donor data and rethink current methods."*

*"You get a lot of good information and ideas that will be immediately actionable."*

### Cross-organization engagement

*"Great for small organizations looking to maximize potential donors. Good for anyone new to development to come away with an actionable plan."*

*"This program helped me get our Board on the same page with donations."*

*"Good program for a new employee, board member or someone interested in a career in development."*



## About Carolyn Nopar, MBA, CFRE

With over 25 years of nonprofit and corporate experience. Carolyn Nopar served as Chief Development Officer for the YWCA Metro Chicago and as Director of Development & Communications for

Family Focus, where she was responsible for raising millions, managing a small team. She has extensive experience in corporate & foundation relations, annual fund, special events, donor communications, and major gifts. Her specialty is working with smaller nonprofits to build sustainable development programs.

Ms. Nopar also served as Executive Director for the Enterprising Kitchen, where she was successful with incorporating new earned revenue opportunities into that role. She understands the enormous demands on an ED's time and is interested in helping smaller nonprofits better understand the many ways revenue can be raised, identify the best strategies and tactics for their particular organization, and how to operationalize development activities within their already busy schedules.

Before entering the nonprofit field fifteen years ago, Ms. Nopar worked as a commercial sales manager and senior sales representative for several corporations after earning her MBA from Northwestern's J.L. Kellogg Graduate School of Management. She is a certified fund-raising executive (CFRE) and has completed the Association of Fundraising Professionals' (AFP) Faculty Training Academy, certifying her as an AFP Master Trainer.

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## Interested in joining the Boot Camp?

- 1) The next two-day Boot Camp that will take place on two consecutive **Fridays, February 15, 2019, and February 22, 2019**. Please complete the registration form and send in the deposit as soon as possible, as space is limited.
- 2) The Boot Camp will be held at Cara Chicago in the West Loop, easy walking distance from both Ogilvy and Union Stations. Hours run from 9am – 3pm on both days at Cara Chicago, 237 South Des Plaines Street, Chicago.
- 3) At the time of registration or within two weeks, at least 50% of the Boot Camp fee is due. The balance is due no later than 2/1/19. If you need a different payment option, please let us know.
- 4) Three weeks prior to the Chicago Fundraising Accelerator Boot Camp, an email will be sent with a list of pre-work to complete. This will not be extensive, yet it is vital getting the most out of your experience. Using your own data and donors makes all lessons and exercises more valuable to you – and saves you time.
- 5) To learn more about future dates or to inquire about private coaching, contact Carolyn Nopar at (847) 624-7937 or email [carolyn@noparconsulting.com](mailto:carolyn@noparconsulting.com)

## Endorsements

*"Carolyn is an incredible seasoned fundraising professional. Carolyn was able to come into Chicago Cares on an Interim basis and assist us with setting up systems and processes for individual and major gifts as well as mentoring the rest of the development team."*

**-Jenne Myers  
CEO, Chicago Cares**

*"Carolyn is the consummate professional and took on the challenging task of writing a development plan for a relatively new community foundation without trepidation. She was able to gather, synthesize and organize the information provided to her quickly and asked important and relevant questions reflecting a strong grasp on the task. In a very short timeframe, Carolyn put together a detailed, realistic and outstanding plan and in presenting to the board was articulate, confident and able to achieve consensus and understanding from the board members."*

**-Sylvia Zaldivar-Sykes  
Executive Director, The Lake County  
Community Foundation**

*"During her tenure as Executive Director, Carolyn brought much-needed energy, vision, and initiative to The Enterprising Kitchen (TEK). Her dedication to furthering the mission of TEK and providing top-notch, relevant skills training to its participants was exemplary. While respecting the strengths our board of directors brought to the organization, she also challenged us to be more action-oriented and thoughtful about how we could assist TEK, from both a strategic and fundraising perspective."*

**-Aimee Daley  
Board Member, The Enterprising  
Kitchen**

# Fundraising *Accelerator* Boot Camp

Registration Form  
Please print all responses

Session Dates: 2/15/19 & 2/22/19

Date: \_\_\_\_\_

Name of Nonprofit  
Organization \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Website: \_\_\_\_\_

Name of Main Contact: \_\_\_\_\_

Title of Main Contact: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Email of Main  
Contact: \_\_\_\_\_

Main fundraising issue or concern you are looking to address:

\_\_\_\_\_  
\_\_\_\_\_

Name, Title & email of Boot Camp attendees (up to four people can attend from the same organization):

1) \_\_\_\_\_ Email \_\_\_\_\_

2) \_\_\_\_\_ Email \_\_\_\_\_

3) \_\_\_\_\_ Email \_\_\_\_\_

4) \_\_\_\_\_ Email \_\_\_\_\_

## Fees:

As we are in the inaugural year, **the registration fee has been reduced by \$100 for a limited time only.** To confirm your organization's space in the September Chicago Fundraising Accelerator Boot Camp, register by 2/1/18. A check for 50% of the fee (\$245) is due upon registration with the remaining payment due by due by **Friday, February 1, 2019** Total investment is \$490 for both days, and for up to four people per day.

Check can be made payable to

Nopar Consulting LLC  
408 South Banbury  
Arlington Heights, IL 60005  
(847) 624-7937