The Art and Science of Donor Development (ASDD)
A Virtual and Distance Learning Experience

This four-part workshop is ideal for seasoned professionals and newer development staff alike, as a powerful means of connecting to the heart of philanthropy. During four 3.5-hour sessions, participants will join an interactive web platform where they can explore the groundbreaking concepts in a facilitator-led, virtual classroom. Discover a donor-centered process for facilitating engagement that leads to commitment to targeted organizational priorities through group discussions, video case studies, pre-work assignments, and opportunities for post-workshop action planning.

Advancement Resources' training content is derived from proprietary research and intense, in-depth interviews and observations among top development professionals, academic and medical leaders, and major donors.

Topics

Exploring Donor Motivation
Examine how donors view development, philanthropy, and the engagement process.

Applying Process Concepts in Development
Explore the commitment process from donors' perspectives.

Identifying the Right Donors
Recognize those donors who can help your organization best achieve its mission and prioritize your time for maximum effectiveness.

Adapting to Donor Profiles
Explore different personality styles and techniques for communicating with donors more effectively.

Securing Donor Meetings
Assess methods for obtaining an appointment, including discussions of the best approaches to take, how to compose effective communications, and how to conduct a telephone call productively.

Building Trust-based Relationships
Establish and nurture trust for lifelong commitment to your organization.
Locating Philanthropic Passion(s)
Learn to uncover the deep-seated, philanthropic values of donors.

Matching Philanthropic Passion(s) to Organizational Initiatives and Partnering on Evaluation
Help donors accomplish their personal goals through philanthropy and map a strategy for moving donors from mild interest to passionate support.

Securing Financial Commitment
Learn to turn "asks" into gains and strengthen donors’ emotional commitment and financial support.

Creating a Meaningful Return on Philanthropic Investment
Ensure donors feel appreciated and valued throughout their continued relationship with your organization.

Structure

Classroom Engagements
Participants will attend four 3.5-hour sessions in a real-time virtual classroom. This experience features networking opportunities, application exercises, and interactive facilitator support.

Sessions are scheduled for each individual workshop offering, with four sessions taking place over a one-week period. Participants in each cohort should be prepared to attend all sessions, as this is not a webinar, and interactivity is essential to the success of the experience.

Pre- and Post-Work Assignments
Prior to the workshop, participants will be asked to complete a pre-work assignment. Additionally, participants have the opportunity to create and complete additional application exercises.

Technical Requirements
Participants should use the Adobe Connect application, following download instructions as prompted from the web browser of their choice. Participants should be prepared to use speakers, a microphone, and a consistent Wi-Fi connection.

To learn specific technical requirements, participants will receive a technical guide as part of their pre-work package.