

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

This five-part workshop is ideal for seasoned professionals and newer development staff alike as a powerful means of connecting to the heart of philanthropy. During five 2.5-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

An exploration of methods for obtaining meetings, including providing a strong value proposition for meeting, handling donors' questions and objections to meeting, and personalizing techniques for hard-to-reach donors.

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 five 2.5-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 five 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 Zoom™ application, following download instructions as prompted from the web browser of their choice. Participants should be prepared to use headphones with a microphone and/or speakers, a keyboard, and a consistent Wi-Fi connection.