

TOGETHER FOR HEALTH: THE IMPACT OF 3 MATCHING GRANT OPPORTUNITY

Community Memorial Foundation (CMF) will provide a matching grant opportunity for all organizations that participate in the Board and Staff Leadership workshops outlined herein.

(Participation in the "Creating a Culture of Philanthropy" and "Moving from Galas to Coffees" workshops is required.)

To highlight the critical role that board members* play in the financial health and sustainability of their organizations, the Foundation will provide up to a \$9,500 match on new or increased individual donations, provided that board members also sponsor a similar \$9,500 match; thereby tripling the initial value of the original donation.



The grand total of the matching grant opportunity will yield \$28,500 (or more) in new or increased funding for each CMF grantee organization that participates in the workshops and meets all match requirements.

For more information on this matching grant opportunity, please visit cmfdn.org/togetherforhealth

*As well as former board, advisory board and standing committee members.

Community Memorial Foundation (CMF) is a private, independent foundation established in 1995. The Foundation's grant making and community work are guided by its mission — to measurably improve the health of those who live and work in the western suburbs of Chicago. Since its inception, CMF has proudly awarded more than \$64 million dollars to nonprofit organizations in the western suburbs of Cook County and southeastern portion of DuPage County. Through its Capacity Building Initiative, the Foundation provides nonprofit organizations with continuous learning and improvement opportunities in order to create great leaders, effective management and sound governance.



15 Spinning Wheel Road | Suite 326 | Hinsdale, IL | 60521
ph: 630.654.4729 | fx: 630.654.3402 | cmfdn.org
info@cmfdn.org



LEADERSHIP INSTITUTE FOR BOARD AND STAFF DEVELOPMENT

2016 WORKSHOPS

BUILDING A CULTURE OF PHILANTHROPY

BUILD (v.): to construct something over a period of time and use it as a basis for further progress or development

Community Memorial Foundation is dedicated to improving the health of people who live and work in the Western Suburbs.

As part of its effort to build a regional culture of philanthropy, the Foundation is proud to sponsor a variety of workshops aimed at building leadership skills and providing best practices on fund development and governance issues that impact the effectiveness and sustainability of an organization.

Workshops will be offered by key thought leaders from around the country with extensive experience in helping leaders and nonprofit organizations achieve their highest potential.



FUND DEVELOPMENT WORKSHOPS

CREATING A CULTURE OF PHILANTHROPY

Jerry Henry, Partner, Alexander Haas, Inc.
January 28, 2016 | 4:30 to 7:30 PM
Ruth Lake Country Club | 6200 S. Madison, Hinsdale

Who should attend: Board leaders and executive staff of CMF grantee organizations; only four people per organization can attend and at least one must be a board member.

About the session: Today, all nonprofit organizations strive to create a sustainable resource base for achieving their mission. This workshop seeks to address questions such as:

- What is a culture of philanthropy?
- How do we know if we have one? What am I supposed to do if I am part of it?
- What are some practical steps to transform our existing culture into a more useful one?

“MOVING FROM GALAS TO COFFEES”: Strengthening Relationships and Developing Major Gifts And Planned Giving

Jerry Henry, Partner, Alexander Haas, Inc.
February 24, 2016 | 4:30 to 7:30 PM
Ruth Lake Country Club | 6200 S. Madison, Hinsdale

Who should attend: Board leaders and executive staff of CMF grantee organizations; only four people per organization can attend and at least one must be a board member.

About the session: This session focuses on strengthening relationship building, which can lead to a solid infrastructure for major gifts and planned giving programs. It addresses:

- The importance of identifying relationships within your organization's sphere of constituents and how to map the most important ones
- Three elements of success in major gift fundraising and four key approaches to help you increase major gifts
- How to “make the ask” and ways to deal with objections when soliciting a major gift

WEBINAR: “THE NUTS AND BOLTS OF MAJOR GIFTS AND PLANNED GIVING”

Jerry Henry, Partner, Alexander Haas, Inc.
March 23, 2016 | 10:00 AM to 12:30 PM
Login information will be sent to all CMF grantees in early March

Who should attend: This session is open to all CMF grantee board and staff; there is no limit to the number of participants per organization.

About this session: This interactive webinar, aimed primarily at executive directors and development staff, will focus on the specific actions, processes, tracking and accountability measures needed to develop a robust major gifts program.

SUSTAINING AND STEWARDING

Jerry Henry, Partner, Alexander Haas, Inc.
November 16, 2016 | Time and Location to be determined

Who should attend: This session is designed for board leaders and executive staff of CMF grantee organizations.

About the session: In conjunction with the conclusion of the matching grant opportunity (Together for Health: The Impact of 3), CMF will sponsor a final workshop focused on sustaining relationships with major donors and the strategies associated with stewarding these relationships.

Board and staff participation in **Creating A Culture Of Philanthropy** and **“Moving From Galas To Coffees”:** **Strengthening Relationships And Developing Major Gifts And Planned Giving** is required to be eligible for the Together for Health: the Impact of 3 matching grant opportunity. Organizations are encouraged to send the same participants to the January and February sessions.

LEADERSHIP WORKSHOPS

BOUNDARY SPANNING LEADERSHIP

Lynn Fick-Cooper, Lead Faculty,
Center for Creative Leadership
May 13, 2016 | 8:00 AM to Noon
La Grange Country Club
620 South Brainard | La Grange

Who should attend: Mid-level management staff from CMF grantee organizations; only three people per organization can attend.

About this session: Effective leadership occurs when groups collaborate across boundaries to achieve outcomes that are above and beyond what those groups could achieve on their own. In this session, the Center for Creative Leadership presents its model of Boundary Spanning Leadership, in which participants will learn three strategies and six practices to apply to their own collaborative leadership challenges.

LEADING HIGH PERFORMANCE TEAMS

Lynn Fick-Cooper, Lead Faculty,
Center for Creative Leadership
September 16, 2016 | 8:00 AM to Noon
La Grange Country Club
620 South Brainard | La Grange

Who should attend: Mid-level management staff from CMF grantee organizations; only three people per organization can attend.

About this session: Participants will learn the dynamics involved in leading high performing teams and gain insights into how their interpersonal needs affect their ability to lead effectively. Participants will be given an opportunity to apply these concepts to improve team performance when they get back to work.

Assessment used in this workshop: FIRO-B Self-Assessment

Each participant will complete the FIRO-B Self-Assessment to understand the three primary interpersonal needs and the degree to which we express those needs in groups and teams. By better understanding these needs, participants will be better able to build cohesive and high functioning teams.

2016 WORKSHOPS

FUND DEVELOPMENT WORKSHOPS

(geared toward board and executive staff)

- **Creating a Culture of Philanthropy**
January 28, 2016
- **“Moving from Galas to Coffees”:** **Strengthening Relationships and Developing Major Gifts and Planned Giving** | February 24, 2016
- **Webinar: The Nuts and Bolts of Major Gifts and Planned Giving** | March 23, 2016
- **Sustaining and Stewarding** | November 16, 2016

LEADERSHIP DEVELOPMENT WORKSHOPS

(geared toward emerging leaders among middle management staff)

- **Boundary Spanning Leadership** | May 13, 2016
- **Leading High Performance Teams**
September 16, 2016

THE PRESENTERS

 Alexander Haas is widely recognized as one of the nation's leading fundraising consulting firms. For over 60 years, they have provided fund development training, consultation and support for nearly 1,000 organizations of virtually every type. www.fundraisingcounsel.com



Center for Creative Leadership (CCL) is a top ranked, global provider of executive education that develops better leaders by cultivating the capacity to think and act beyond boundaries. www.ccl.org

REGISTRATION

To register, contact Gale Christoff at 630.654.4729 or gchristoff@cmfdn.org. For more information on the Foundation's capacity building initiatives, visit www.cmfdn.org/capacity-building

Continental breakfast will be provided for all morning sessions. A light dinner will be provided for all evening sessions.