

# Free Classes in November

## Foundation Center—San Francisco

### GRANTSEEKING BASICS

Tuesday, November 3, 9:30 am–11:00 am

Thursday, November 19, 5:00 pm–6:30 pm

📺 WEBINAR: Friday, November 20, 11:00 am–12:00 pm

- ◆ This class provides an introductory overview of the funding research process for those seeking grants from foundations, corporations, and grantmaking public charities.

### INTRODUCTION TO FOUNDATION DIRECTORY ONLINE

Tuesday, November 3, 11:00 am–12:00 pm

Thursday, November 19, 6:30 pm–7:30 pm

📺 WEBINAR: Thursday, November 5, 11:00 am–12:00 pm

- ◆ Learn how to identify prospective funders and search our electronic database. *Foundation Directory Online* has more than 98,000 grantmakers and 1 million grant descriptions.

### GRANTSEEKING BASICS FOR INDIVIDUALS IN THE ARTS

Friday, November 6, 1:00 pm–2:30 pm

- ◆ Learn how to identify prospective foundation funders for a variety of artistic endeavors.

### HOW TO APPROACH A FOUNDATION—FROM INITIAL CONTACT TO GETTING FUNDED—WHAT DOES IT TAKE?

Monday, November 9, 2:00 pm–3:30 pm

📺 WEBINAR: Tuesday, November 17, 12:00 pm–1:00 pm

- ◆ Learn how to initiate contact and build partnerships with potential foundation funders.

### INTRODUCTION TO FUNDRAISING PLANNING

Wednesday, November 11, 1:00 pm–2:30 pm

- ◆ This class provides an overview for strategically thinking through the components of a fundraising plan. “Earn Your Keep by Pursuing an Earned Income Strategy for Your Nonprofit” immediately follows this class from 2:30-4:30 pm; please see reverse side for details.

### YOUR BOARD AND FUNDRAISING—

#### AN INTRODUCTORY CLASS FOR SMALL NONPROFITS

Thursday, November 12, 1:00 pm–2:30 pm

📺 WEBINAR: Tuesday, November 3, 12:00 pm–1:00 pm

- ◆ Learn how to actively engage your board members in the fundraising process. “Fearless Facilitation” precedes this class from 10:00-12:00 pm; please see reverse side for details.

### INTRODUCTION TO CORPORATE GIVING

Friday, November 13, 10:00 am–11:30 am

- ◆ Learn about corporate donors and how to find information on corporate giving using our library’s resources. “Meet the Grantmakers: The State of Corporate Philanthropy in the Bay Area” immediately follows this class from 12:00-2:00 pm; please see reverse side for details.

### FUNDRAISING IN A CHALLENGING ECONOMY

Tuesday, November 17, 5:30 pm–6:45 pm

- ◆ This new class will give you a basic overview of what you can do to survive, thrive, and succeed in sustaining your nonprofit during the current economic crisis.

### BEFORE YOU SEEK A GRANT— A CHECKLIST FOR NEW NONPROFITS

Wednesday, November 18, 5:30 pm–7:00 pm

- ◆ This class is geared towards representatives of community groups without nonprofit status or new nonprofits. Learn what it takes to get your new nonprofit started off right.

### PROSPECT RESEARCH BASICS— RESEARCHING INDIVIDUAL DONORS

Friday, November 20, 1:00 pm–2:15 pm

- ◆ This session will show you how to use the Internet and other library resources to research individual donors.

### FINDING FOUNDATION SUPPORT FOR YOUR EDUCATION

Tuesday, November 24, 1:00 pm–2:15 pm

📺 WEBINAR: Friday, November 6, 12:00 pm–1:00 pm

- ◆ Learn how to identify prospective foundation funders for your educational endeavors.

### GETTING STARTED WITH FOUNDATION GRANTS TO INDIVIDUALS ONLINE

Tuesday, November 24, 2:15 pm–3:00 pm

- ◆ This hands-on class will teach you how to search through detailed descriptions of more than 8,300 foundation programs in *Foundation Grants to Individuals Online*.

### PROPOSAL WRITING BASICS

Monday, November 30, 2:00 pm–3:30 pm

📺 WEBINAR: Wednesday, November 11, 10:00 am–11:00 am

- ◆ Learn the basics of writing a grant proposal.

### PROPOSAL BUDGETING BASICS

Monday, November 30, 3:30 pm–4:30 pm

📺 WEBINAR: Thursday, November 12, 11:00 am–12:00 pm

- ◆ Learn the basics of preparing a project or proposal budget to secure foundation support.

📺 **WEBINARS** are live meetings or presentations over the Internet. Participants will need to have Internet and telephone access during the event. Registrants will receive an email with log in and call in instructions.

- To register for a Webinar, please visit:  
[foundationcenter.org/getstarted/training/webinars/calendar.html](http://foundationcenter.org/getstarted/training/webinars/calendar.html)
- Please note: Webinar times are listed in Eastern Time (ET) on our web site.



# Special Events in November

## Foundation Center–San Francisco

---

**Tuesday, November 3, 3:00 pm–5:00 pm:**

**FABI—FUNDRAISING PLANNING CLINIC**

*Co-sponsored with Development Executives Roundtable (DER)*

FAB (Fundraisers Anxiety Busters) is a forum for intermediate and seasoned fundraisers, and nonprofit staff and volunteers with development responsibilities (3 or more years experience), to share fundraising strategies and tactics, meet challenges, and solve problems. Guests with expertise in each session's topic will help address issues identified by the group. Guest experts for this FAB session: Susan Jacobson, chief development officer, United Way of the Bay Area; and Patricia O'Brien, executive director, San Mateo County Health Foundation.

To register, please visit: [www.dersf.org](http://www.dersf.org).

**Wednesday, November 4, 12:00 pm–1:30 pm:**

**BUILDING RELATIONSHIPS WITH FUNDERS:**

**A BROWN BAG LUNCH AND LEARNING OPPORTUNITY**

Got questions but no one to ask? Here's your chance! Learn in an interactive setting about how to get to know foundation staff, understand the cultural and power dynamics impacting relationship building, and identify areas where nonprofit organizations have leverage. All are welcome, but the session is designed to help nonprofit leaders of color. The session will be presented by Darlene A. Hall, Ph.D., a woman of color with six years of philanthropic experience at the program officer level with family and community foundations.

**Wednesday, November 11, 2:30 pm–4:30 pm:**

**EARN YOUR KEEP BY PURSUING AN EARNED INCOME STRATEGY FOR YOUR NONPROFIT**

In a tough funding environment nonprofits are looking for innovative sustainability options. One model being adopted by a growing number of nonprofits is the social enterprise—a business venture tied to the social mission of the organization and leveraging its core strengths. What are some examples of successful nonprofit social enterprises, how does one get started, and where can you find funding and startup support for such efforts? These questions and more will be addressed by Paul Lamb, a senior consultant with Social Enterprise Ventures, and long time social entrepreneur and nonprofit professional. The session will also include a hands-on exercise designed to help participants assess their readiness for pursuing a social venture and to identify specific earned income opportunities for their respective organizations. "Introduction to Fundraising" immediately precedes this program from 1:00-2:30 pm; please see reverse side for details.

**Thursday, November 12, 10:00 am–12:00 pm:**

**FEARLESS FACILITATION**

Would you like to learn the basics of how to plan meetings that are energetic and productive, maybe even fun? Would you like to learn skills to facilitate meetings more effectively? Would you like new approaches to handle a difficult person or meeting dynamic? If so, this is the workshop for you! Presented by Lisa Hoffman, nonprofit coach and consultant. "Your Board and Fundraising" follows this program from 1:00-2:30 pm; please see reverse side for details.

**Friday, November 13, 12:00 pm–2:00 pm:**

**MEET THE GRANTMAKERS: THE STATE OF CORPORATE PHILANTHROPY IN THE BAY AREA**

*Co-sponsored with the San Francisco Business Times & Development Executives Roundtable (DER)*

In 2008, through voluntarism, grantmaking, and in-kind donations, corporate contributions reached an estimated \$14.8 billion nationally. And locally, the *San Francisco Business Times* reports that despite the global recession, the greater San Francisco Bay Area's top corporate philanthropists increased their Bay Area giving to \$166.9 million last year, marking the sixth straight year of increases. How have corporate giving strategies been impacted or shaped by the recession? What is the giving outlook for 2010? We will feature leading Bay Area corporate philanthropy representatives discussing how corporate philanthropy responds during tough economic times. Representatives from the top five corporate givers in the Bay Area will discuss their companies' current philanthropic priorities and strategies, forecast their giving in 2010, and reflect on corporate philanthropy trends. Panelists include George Granger, executive director, external affairs, AT&T; Randy Chun, regional vice president, Wells Fargo; Debrah Cook, global partnerships & programs specialist, Chevron; Lauren Golden, senior vice president, Bank of America; and Susan M. Houghton, director of public and government affairs, Safeway Inc-Northern California Division. **To register, please visit: [www.dersf.org](http://www.dersf.org).**

**Cost for Luncheon:** Because of DER's special relationship with the Foundation Center, participants who wish to bring their lunch can attend the program for no cost, but you **MUST** register at the DER website: [www.dersf.org](http://www.dersf.org). Please RSVP by **Wednesday, November 11**.

"Introduction to Corporate Giving" precedes this program from 10:00am-11:30am; please see reverse side for details.

---

Unless otherwise noted, all programs are free and are held at our library/learning center. To register, log on to our web site or call us.

---