

NDOA's training, programs and networking sessions offer development professionals and newcomers the chance to learn new skills, stay current on trends in the field and revitalize current fundraising practices. Share your experience and learn from your peers. You'll make new friends, too! Sessions are designed and developed for differing levels of fundraising experience. Register online at www.ndoa.org.

NDOA's program year includes:

Essentials of Fundraising – learn and refresh.

Essentials of Fundraising, formerly known as Fundraising 101 and Fundraising 201, is a series that provides training for the career fundraiser and those just starting out. Want to learn something new? Have burning questions about a relevant topic? Does your resume need a face-lift? *Essentials* is for you. Topics covered in the new *Essentials* series have been chosen based on member feedback and suggestions. Your input is important — we listen to you.

Strategic Issues Seminars – key issues in the field.

Strategic Issues Seminars (SIS) focus on key issues facing the development profession. Presented by top professionals in our region, these highly interactive sessions will help you to strategize and succeed in the dynamic and changing world of philanthropy.

Access to Experience

This is the year to make *Access to Experience* a regular part of your calendar. These open and conversational sessions provide a unique opportunity to gain personal advice and perspective from highly experienced, successful and regional fundraisers. It may be a question you've always had in the back of your mind or an inquiry related to a project or relationship you're currently navigating – or both! The atmosphere is intimate, nurturing and confidential. Come to this session to meet some of our profession's finest, network with colleagues and gain sage counsel about your particular questions!

NDOA 2011 – 2012 Annual Events Calendar ***Save the Date – Save Your Place***

■ **September 2011**

Wednesday 21 Conversation Café, 5:15 PM to 6:45 PM | *Phinney Neighborhood Center*

■ **October 2011**

Tuesday 4 Essentials of Fundraising: Introduction to Fundraising, 5:30 PM to 7:30 PM | *2100 Building room B*

Tuesday 11 Essentials of Fundraising: Building the Case, 11:30 AM to 1:00 PM | *Hearing, Speech & Deafness Center*

Wednesday 26 Access to Experience, 7:30am to 9:00am | *Pride Foundation*

■ **November 2011**

Tuesday 1 Essentials of Fundraising: Careers in Fundraising, 5:30 PM to 7:30 PM | *2100 Building room A*

Tuesday 1 Strategic Issues Seminar, 11:30 AM to 1:30 PM | *Hearing, Speech & Deafness Center*

Friday 18 National Philanthropy Day, 12:00 PM to 1:30 PM | *The Westin*

■ **December 2011**

Tuesday 6 Member Reception, 5:30 PM to 7:00 PM | *The Museum of Flight (tentative)*

■ **January 2012**

- Tuesday 10 Essentials of Fundraising: Identifying Prospects, 11:30 AM to 1:00 PM | *Hearing, Speech & Deafness Center*
- Wednesday 25 Winter Conference featuring Penelope Burk, 7:30 AM to 4:00 PM | *Washington State Convention Center, Seattle*

■ **February 2012**

- Tuesday 7 Essentials of Fundraising: Cultivation and Stewardship, 5:30 PM to 7:30 PM | *2100 Building*
- Thursday 16 Access to Experience, 7:30 to 9:00 AM | *Pride Foundation*

■ **March 2012**

- Tuesday 13 Essentials of Fundraising: From Data to Relationship, 11:30 AM to 1:00 PM | *Hearing, Speech & Deafness Center*
- Tuesday 20 Strategic Issues Seminar, 11:30 AM to 1:30 PM | *Hearing, Speech & Deafness Center*

■ **April 2012**

- Tuesday 3 Essentials of Fundraising: Writing Essentials, 5:30 PM to 7:30 PM | *2100 Building*
- Tuesday 10 Essentials of Fundraising: The Art of the Ask, 11:30 AM to 1:30 PM | *Hearing, Speech & Deafness Center*
- Thursday 26 Access to Experience, 7:30 AM to 9:00 AM | *Pride Foundation*

■ **May 2012**

- Tuesday 8 Strategic Issues Seminar, 11:30 AM to 1:30 PM | *Hearing, Speech & Deafness Center*

■ **June 2012**

- Friday 8 Spring Conference, 7:30 AM to 4:00 PM | *Meydenbauer Center, Bellevue*

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PRICES:

Essentials of Fundraising*:	\$18/members	\$30/non-members
*For mid-day sessions, please bring your own lunch		
Access to Experience:	\$10/members	\$25/non-members
Strategic Issues Seminars:	\$18/members (bring your own lunch)	\$30/non-members (<i>bring your own lunch</i>)

LOCATIONS:

Hearing, Speech & Deafness Center
1625 19th Avenue
Seattle, WA 98122
(206) 323-5770

Pride Foundation
2014 East Madison Street #300
Seattle, WA 98122
(206) 323-3318

2100 Building
2100 24th Avenue South
Seattle, WA 98144
(206) 407-2101

Phinney Neighborhood Center
6532 Phinney Avenue N
Seattle, WA 98103

