2019 Program Calendar

Save the Date! Prioritize your professional development by marking these opportunities on your calendar. Join us at Sierra Health Foundation for a great lunch and outstanding educational session.

January 16 – Managing and Guiding Ongoing Volunteers  
*Speaker: Trudy Harris, Team Giving*

February 20 – Unconscious Bias and Its Impact on Fundraising  
*Speaker: Stephanie Bray, United Way California Capital Region*  
Note: The September luncheon will be held at Sacramento Food Bank and Family Services.

March 20 – Cold Calling and Prospecting  
*Speaker: Armando Zumaya*

April 17 – 10 Clues You’re Speaking to a Planned Giving Prospect and What To Do About It  
*Speaker: Aviva Schiff Boedecker*

May 15 – The Accidental Fundraiser - Tips and Tricks for Board Members who Never Wanted to Fundraise in the First Place  
*Speaker: Alice Ferris and Jim Anderson, Goalbusters*

June 19 – Funder Roundtable  
*Panelists: TBD*

July 17 – Sales Skills and Fundraising – Effectively Selling Your Mission to Donors  
*Speaker: Vinnie Catalano*

August 21 – Time Management – How to Prioritize Your Tasks and Accomplish Your Goals  
*Speaker: Katherine Adraktas, Executive Training and Coaching Consultant, Capital Training*

September 18 – Saying Thanks – Best Practices in Donor Acknowledgment  
*Moderator: Kelly Siefkin*  
Note: The September luncheon will be held at Sacramento Food Bank and Family Services.

October 16 – Ethics – the Board Role in Ensuring Ethics in Fundraising  
*Speakers: TBD*

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November 13 – National Philanthropy Day  
*Recognizing local philanthropists*

December 11 – TED Talk Skills – Refining Your Elevator Pitch  
*Speaker: Amber Stott, Food Literacy Center*

WEBINARS:  
Held at Safe Credit Union (2295 Iron Point Road, Folsom, CA)

March 12, 12 PM: Five Donor Love Languages  
*Speaker: Tammy Zonker*

May 9, 8 AM: Stronger Together: How Coordinated Grants and Development Increases Wins  
*Speaker: Jo Miller, GPC, SMS*

August 26, 12 PM: Giving Shifts – How Networks are Catalyzing Change  
*Speaker: LaTanya Flix*

October 8, 8 AM: The Next Generation of Giving  
*Speaker: Ashley Thompson*

IN-DEPTH PROFESSIONAL DEVELOPMENT:  

May 16-17 - CFRE Refresher Course  
*Instructors: Catherine Connolly, CFRE and Kelly Siefkin, CFRE*  
*This is a 2-day training to be held at United Way, 10389 Old Placerville Road, Sacramento, CA 95827*

September 16-17 – Fundamentals of Fundraising  
*Instructors: TBD*  
*This is a 2-day training, location TBD.*