

# FUNDRAISING FUNDAMENTALS

*For Charities and Nonprofits*

**Learn why Philanthropy trumps Transactions**  
**Discover the importance of Donor Loyalty**  
**Differentiate between bad and good fundraisers**

**Interactive Workshop with Stuart Grover, PhD**

**Invaluable information for all charities & nonprofits**  
**Try to send 2 or more of your organization's board members!**

**Dr. Grover is Chair Emeritus of The Collins Group,**  
**has published two books on values-based fundraising**  
**and has taught a fundraising certificate program for the UW.**  
**With over 30 years experience as a fundraising consultant,**  
**he retired in 2004 and now stays busy speaking**  
**and writing on ethical fundraising.**

**Thursday, October 20**  
**Spokane Public Library**  
**Downtown Branch**

**10:00 a.m. 3:00 p.m.**

**REGISTRATION LIMITED!**

**REGISTER ONLINE AT:**

**[WWW.SOS.WA.GOV/CHARITIES/TRAINING](http://WWW.SOS.WA.GOV/CHARITIES/TRAINING)**