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### **Free Workshops for Connecticut Nonprofits on Creating a Major Gifts Program**

Farmington – Real Fundraising, acting as the Connecticut partner of FundraisingINFO.com, an Atlanta-based Internet fund-raising consulting company, is conducting free workshops for Connecticut nonprofit organizations. "Major Gifts – Today!" is designed to help nonprofits improve their fund-raising efforts by developing a major gifts program.

Led by fundraising expert and Real Fundraising principal Jonathan Spinner, PhD, this interactive seminar will cover areas that are on the how to organize a major gifts campaign and obtain higher levels of charitable donations, including:

- Identifying major donors
- systematizing major gift operations
- board development
- using on-line services and much more.

Workshops will be held in Connecticut at the following dates and locations:

- October 19 at the Hartford Conservatory, beginning at 2 pm;
- October 20 at Norwalk Community College, beginning at 2 pm;
- October 21 at the Litchfield Community Center, beginning at 2 pm;
- October 26 at the Girl Scouts Connecticut Trails Council, beginning at 2 pm;
- October 27 at the Stratford VNA, beginning at 10 am;
- October 28 at the Ridgefield VNA, beginning at 10 am.

### **What is Real Fundraising?**

Real Fundraising is a Connecticut-based consulting firm that focuses on providing real solutions to the real fundraising problems of not-for-profits in Connecticut, regionally, and nationally. The firm specializes in major gift program, feasibility studies, capital and endowment campaigns, and board training and education. Real Fundraising is the co-sponsor of the 2005 "Best Practices" Conference with the University of New Haven.

### **What is FundraisingINFO.com?**

FundraisingINFO.com is a comprehensive Internet-based fund-raising consulting company that provides nonprofit organizations with interactive, up-to-date training, advice and information about fund-raising techniques, products, services and prospects. Launched in 2000 to help volunteers and nonprofit staff who are raising funds for worthy causes, the founders of FundraisingINFO.com combined bring with them hundreds of years of fund-raising experience and have worked with some of the country's most respected nonprofit organizations. FundraisingINFO.com is backed by seven of the world's most experienced and successful fund-raising consulting firms; Alexander Haas Martin & Partners; Alford Group; American City Bureau; The Alford Group, Inc.; Campbell & Company; IDC; and Ruotolo Associates. FundraisingINFO.com serves more than 700 non-profit organizations worldwide and is now presenting its programs in Connecticut.

### **About the Workshop Speaker**

**Jonathan Spinner** is President of Real Fundraising, and Regional Director of FundraisingINFO.com. He has more than 30 years of not-for-profit and fundraising experience, and has worked with dozens of not-for-profit organizations, helping to raise more than \$100 million.

For more information, contact Jonathan Spinner at [jspinner@fundraisingINFO.com](mailto:jspinner@fundraisingINFO.com)