



# Leadership Mentoring Program for the Career Development Professional

## Two Tracks for Your Success and Sustainability

Dear **Development Professional**,

The **CDF Capital Foundation Leadership Mentoring Program** is serving a growing number of development professionals seeking personal coaching, mentoring, and educational opportunities. The reasonable cost adds to the value and helps professionals advance their skills and achieve career success.

Our comprehensive mentoring approach incorporates classroom learning, practical application to your unique ministry situation, and individual coaching. Combined with the synergy achieved with your cohort of like-minded participant's – you will be positioned for ongoing growth and lasting impact.

Please, join me in collaboration with experienced mentors, proven leaders, and new colleagues on the Two Tracks for Your Success and Sustainability!



A handwritten signature in blue ink that reads "David".

**David Duncan**  
Executive Director  
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# Your Professional Career Track

## The Foundation

### Biblical Principles

Learn Biblical Stewardship and Generosity Principles

Develop your own philosophy of Biblical Stewardship and Generosity

Increase your Competence and Confidence to teach and disciple your ministry leadership, staff and partners regarding Biblical Stewardship and Generosity

### Philanthropic Context

Learn about the unique American history of philanthropy and charitable giving and your work in that broad context

Understand the regulations/laws that govern charitable giving

Compare Philanthropy with “Biblical” fundraising

### Personal Skills

Learn from your color code personality profile how to leverage your “hard-wiring” as a career enhancing aid

Hone your skill set to facilitate career success

Gauge your skills against proven success metrics used by experienced professional fundraisers

## The Function

### The Annual Fund

Learn the Anatomy of a Successful & Sustainable Annual Fund

Create a Development Plan for your church/ministry with activity Master Calendar

Learn time-proven strategies and tactics and how to execute them in your ministry context

### Major Gifts & Capital Campaigns

Learn to integrate a major gifts program into your Annual Fund to increase income

Learn how you can identify and develop Major Donor relationships

Learn what Major Donors require from you for major gift investments

Learn the Essential Elements of a Successful Capital Campaign

### Estate & Planned Giving

Learn the basics of Estate & Planned Giving

Learn what makes a church/ministry worthy to receive estate & planned gifts

Create an Estate & Planned Giving marketing strategy and learn to effectively communicate the most popular and commonly used tools

## The Finances

### Budgets

Learn the basics of non-profit budgeting and how Development fits into the greater vision

Learn how to budget for a sustainable and growing development program

Learn how ministry “stakeholders” should give input into the development budget

### Reports

Discover the “best” reports to produce regularly for your leadership

Learn what donors “really” want to know from your reporting

Master the reports that professional fundraisers consider “indispensable”

### Analytics

Learn how analyzing key data is essential to success and sustainability

Learn what data must be analyzed and heeded to prevent major crises

Discover how to measure the success and effectiveness of development/fundraising activity

# Your Personal Career Track

## Your Family

### Travel

- How to minimize the stress of business travel on your family
- How to plan a trip that is an effective use of your time away from home
- Master the art of business travel with practical tips that bring excellent perks
- Opportunities for your spouse and family presented by development/fundraising travel

### Spouse

- Key support structures and strategies
- Value of a “family approach” to your development/fundraising activity

### Children

- Time and your personal commitment to it
- Events – how to be there
- Opportunities for your children to thrive because of your career

## Your Fitness

### Spiritual

- Understanding your calling to the work
- Your involvement in your local congregation
- Disciplines that help you grow based upon your personal “sacred pathway”

### Emotional

- Cultivating your passion for the work and how it will build your success
- Support systems that will keep you strong and able

### Physical

- How your physical health impacts your development/fundraising career
- How your physical health impacts your relationships with donors and prospects

## Your Finances

### Salary and Benefits

- Current climate for earning potential
- Future opportunities as your experience grows
- How to be “worthy of your wages”

### Generosity

- How to grow in your personal generosity
- How your personal generosity example matters to donors and prospects

“Mentoring is a brain to pick, an ear to listen, and a push in the right direction.”

Two Career Tracks  
For Your Success and Sustainability

# 2019 Calendar & Location

The Leadership Mentoring Program consists of 3 weeks on-site as a cohort:

- Week One: **January 27 – February 1**
- Week Two: **March 24 - 29**
- Week Three: **May 19 - 23**

**Schedule:** Weeks One & Two are Sunday – Friday, Week Three is Sunday - Thursday

- **Sunday** 6:00 PM – Welcome Dinner/Opening Session
- **Monday** – Full Day of Sessions (evening free)
- **Tuesday** – Full Day of Sessions (evening session Week One only)
- **Wednesday** – Full Day of Sessions (evening free)
- **Thursday** – Full Day of Sessions (evening free)
- **Friday** – Morning Sessions end at 11:45 AM

**Location:** *Big Cedar Lodge* near Branson, Missouri (Voted “*Best Resort Hotel in the Midwest*” for 2018)

- Centrally located in the Heartland
- Family-friendly destination with ample activity and recreational opportunities
- Reasonable costs for travel and accommodations

## PROGRAM COST

**\$4,950 Tuition<sup>1</sup> includes all 3 weeks program and materials.** An Accommodations Fee (hotel room / group meals) will be charged to all participants. Transportation and some meals are the responsibility of each participant.

## ENDORSEMENTS



"David is an exceptional mentor and coach. His mantra to be 'genuine, honest, and sincere' in all development dealings is the way of his life and coaching. Coupled with his nearly 30 years of experience and working with several different kinds of organizations, his coaching has accelerated my work in grasping this new field of development."

– Sergio Rizo – VP of Development Ozark Christian College



"The Mentoring Program exceeded my expectations. I gained a wealth of tools, ideas and professional connections. The staff invest their wisdom and expertise into development professionals with a credible heart for Kingdom works. It's the wisest investment I've ever made in the future of Show-Me. You will not be disappointed."

– Chad Puckett – Exec. Director, Show-Me Christian Youth Home

## QUESTIONS? READY TO SIGN-UP?

Contact Gwen Clemmons at:

855-266-4774 or [gclemmons@cdfcapitalfoundation.org](mailto:gclemmons@cdfcapitalfoundation.org)

<sup>1</sup> Partial scholarships available for current CDF Capital Foundation clients and/or multiple attenders from same organization.