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!

David Duncan
Executive Director
CDF Capital Foundation

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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

$4,950 Tuition$ 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

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