

Leadership Mentoring Program for the Career Development Professional



TWO TRACKS FOR YOUR SUCCESS AND SUSTAINABILITY

Dear Development Professional,

Are you responsible for your organization's fundraising? Looking to enhance your knowledge, develop your skills, and leverage your expertise? Then, please consider becoming a member of the CDF Capital Foundation 2020 cohort.

This **unique three-week comprehensive mentoring program** focuses on industry best practices, proven strategies, and effective disciplines that will position you to be consistently successful with sustainable career impact.

Combined with the synergy achieved in an energetic cohort, our model of classroom learning, practical application to your individual ministry situation, and personalized coaching will propel your **professional** and **personal** career advancement.

In collaboration with experienced and passionate mentors, and proven leaders in non-profit organizations, the Foundation offers a genuine, honest, and sincere approach to training for a **new generation** of development leaders.

Could *The Mentoring Program for the Career Development Professional* be for you? Please check out the details, then call me at 417.437.4774 and let us talk it over!

A handwritten signature in orange ink that reads "David Duncan".

David Duncan
Executive Director



"I went to the Mentoring Program because my organization was at a turning point for where to go next in development. Our staff was new and we needed to build a plan. The Mentoring Program gave us the foundation, tools, and resources to do that. If you're in development, this is a must to attend."

Tyler Mulvany
Executive Director of Oil Belt Christian Service Camp

Your Professional Career Track

COMPETENCE IN A CORE SET OF EFFECTIVE AND QUANTIFIABLE SKILLS HAS DIRECT IMPACT ON YOUR ORGANIZATION'S BOTTOM LINE

Biblical Principles

Learn Biblical stewardship and generosity principles essential to the development career

Develop a foundational brief of your personal theosophy of fundraising principles

Increase your competence to disciple ministry leadership, staff and partners in Biblical generosity principles and strategies

Philanthropic Context

Understand the broad context of American charitable giving and ethical fundraising

Learn why generous Christians are actually the greatest philanthropists of all

The Annual Fund

Learn The Anatomy of a Successful and Sustainable Annual Fund Plan

Create a Master Development Plan with an activity calendar, budget, and assigned staff

Learn and implement time-proven fundraising strategies and tactics

Major and Capital Gifts

Learn key elements of major giver relationships

Learn to integrate a major gift program into your annual fund plan

Learn essential elements of capital campaigns

Estate and Planned Giving

Learn Biblical stewardship principles relating to estate and planned giving

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

Create a strategy to include estate and planned giving in your development plan

Budgets, Reports, and Analytics

Learn the basics of development budgeting

Learn to analyze key data and metrics that are indispensable to a sustainable annual fund

Master essential reports for ministry leaders



Investing in the Success of a New Generation of Development Fundraising Professionals

CDF Capital Foundation helps ministries and churches develop long-term strategies for resource development and growth. We are committed to providing relevant educational opportunities, mentoring, and coaching to build success and sustainability through *The Mentoring Program for the Career Development Professional*.

Working with CEOs and Development officers during week two has become a highlight in my year. Please do not hesitate to contact me if I can help your decision about becoming a part of our 2020 cohort!

Dusty Rubeck

President | CDF Capital

Your Personal Career Track

COMPETENCE AS A KEY COMMUNICATOR OF MINISTRY, MISSION, AND VISION HAS DIRECT IMPACT ON YOUR CAREER SUCCESS

Vocational Ministry Calling

Understand the power of the ministry of development fundraising for growing resources for Kingdom enterprise

Discover your personal Biblical basis for your career in development fundraising

Cultivate your passion for a disciplined career built upon curiosity and constant learning

Communication Skills

Assimilate the program motto, “genuine, honest, and sincere” into your core communication style

Learn to leverage your hard-wiring via The Color Code taught by Motive Matters training

Team Skills

Learn how to create and maximize the synergy between the Executive and Development Offices

Learn to be an effective and valuable follower of your ministry leaders

Develop disciplines with proven success metrics that accelerate your career success

“Good information is often free and can have value - but good becomes great through practical coaching and conversation.”

Lifestyle of Generosity

Learn the power of a generous lifestyle for you and your family

Learn to disciple and mentor those who have financial resources far beyond your own in the areas of Biblical stewardship and generosity

Family and Your Career

Learn to minimize the stress of business travel and maximize your time on the road

Gain key insights into prioritizing time and energy for your spouse and children

Discover practical tools, systems, and programs to leverage your work for family benefit



Career Significance

“The ministry of development-fundraising is as legitimate as any work in God’s Kingdom. Every ministry enterprise requires financial and other resources. Individuals investing their lives to help obtain those resources are making a difference for eternity!”

David Duncan
Mentoring Program Leader

“At 23, I’m a development rookie. But being 23, I know how to Google things. For my first six months on the job, I scoured the internet and dove headfirst into books. Three weeks with David far outweighed those six months, and I was catapulted years forward in terms of my fundraising skills and maturity. Google can’t be a lifelong mentor for you, but David can.”

Alex Follett
Director of Development | Ozark Christian College



2020 Mentoring Cohort Forming Now

DATES & SCHEDULE: 3 Weeks On-Site as a Cohort

Week 1: January 26-31, 2020 Sunday 5:00 PM through Friday noon

Week 2: March 15-20, 2020 Sunday 5:00 PM through Friday noon

Week 3: May 17-21, 2020 Sunday 5:00 PM through Thursday noon

Note: Our bias for action means we pack each day full but leave ample time for necessary tasks. Regular breaks allow cohort members to check email, return calls, and respond to the needs of the office. Many days also include dedicated lab time for application of lessons being studied.

LOCATION: Big Cedar Lodge

Bigcedar.com | Near Branson, Missouri | Known as, "America's Premier Wilderness Resort"

"Discover a remote haven of natural beauty and rustic luxury tucked into the rugged landscape of the Missouri Ozark Mountains, overlooking Table Rock Lake. Inspired by a commitment to conservation, Johnny Morris, founder of Bass Pro Shops, created Big Cedar Lodge as a destination for families and friends to connect in the great outdoors." **This location is perfect for our Mentoring Cohort!**

PROGRAM COST: \$5,450 Tuition* includes all 3 weeks' program costs and materials.

Registrations completed by October 31, 2019 will receive the 2019 rate of \$4,950. An Accommodations Fee (hotel room / resort fees / group meals) will be charged to all participants. Transportation and some meals are the responsibility of each participant.

Previous Cohort Members Say:

"I highly recommend the CDF Capital Foundation Mentoring Program. This program will equip you with the knowledge and skills needed to bring your ministry's development department to a professional level. You will develop a sound philosophy for Biblical stewardship which will maximize your fundraising abilities. Don't let the cost hold you back, it is well worth it."

Charles Watkins, Show-Me Christian Youth Homes

"I really recommend this program to any ministry that wants to start doing fundraising the right way. David and Libby can share and teach from years of experience—they already walked the path, and they can tell us what mistakes we can skip."

Lula Sanchez, Southern Mexico Mission

"I've attended other development-fundraising training in my past, but CDF Capital Foundation has positioned their mentoring cohort as a very practical tool for Christian ministries. If you or a member of your team need a solid Biblical foundation for development, I'd highly recommend this training."

Travis Gabbard, Central India Christian Mission

"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, Stadia Church Planters

*Partial scholarships are available for current CDF Capital Foundation clients and/or multiple attenders from the same organization



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