



Continuing Studies and Outreach offers...

# Grant Writing

February 4-5, 2010

# Fundamentals of Successful Fundraising

February 25-26, 2010

UNA East Campus, 1640 Tune Avenue, Florence, AL 35630

Time: 9:00 a.m. – 4:00 p.m.

Instructor: Laura McCullars

Name \_\_\_\_\_

Position Held \_\_\_\_\_

Bill to \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (Day) \_\_\_\_\_ (Evening) \_\_\_\_\_

Fax \_\_\_\_\_ Email \_\_\_\_\_

### GRANT WRITING (COURSE NO. 10-PD204)

Grant writing for the non-profit sector is a must!

You will learn: 1) the grant development process and how grants fit in with your organization; 2) preparation of a proposal, grant sources, writing a competitive proposal, and resource assistance; 3) beneficial websites and how to fill out proposals online; 4) what to do before starting a proposal, how to identify your project, and match your project to a funding source; 5) private funding sources, how to contact key people and organizations; 6) how to prepare a cover letter, title page, abstract, introduction, problem statement and objectives, and MUCH, MUCH MORE! You will leave this seminar inspired to submit your first grant! **Cost: \$350**

### FUNDAMENTALS OF SUCCESSFUL FUNDRAISING (COURSE NO. 10-PD225)

Successful fundraising is all in the fundamentals. Today more than ever, fundraising is critical to many non-profit organizations. You will learn fundraising techniques and methods and how they work for the good of your organization. You will learn to develop a donor base which includes a comprehensive guide for the governing boards of a non-profit as well as a profit entity. Different types of fundraising will also be discussed, including foundations. Come away with ideas from the fundraising community that will inspire you! **Cost: \$350**

### MEET YOUR INSTRUCTOR:

**LAURA MCCULLARS** holds a BSW from Auburn University. She is well known for her expertise in securing grants. Some of her many accomplishments include:

- Increased organizations capacity by developing, submitting, and securing grants that support organizational mission and goals. Successful grant proposals have secured \$700,000 in funding since 2002.
- Developed new programs for implementation for agency which includes development of grant applications, program development, and establishment of effective coordination of services with related agencies.
- Designed and developed fundraising activities.
- Parent Project certified educator.
- Parents as Teachers certified educator and supervisor.
- Past Board member for Anniston City Schools Advisory Board, LINC, Safe Kids, Calhoun Cleburne Children's Center, and Vision 20/20.

Payment Method: (please circle one)

- Check (payable to UNA)
- American Express
- VISA
- Discover
- MasterCard
- Purchase Order
- Money Order

Total Amount: \_\_\_\_\_

Credit Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Verification No. \_\_\_\_\_

Authorized Signature \_\_\_\_\_

Personal Credit Card

Company Credit Card

### HOW TO REGISTER:

Phone: 256-765-4862 or 800-825-5862 ext. 4862 • Fax: 256-765-4872

Mail: Continuing Studies and Outreach, UNA Box 5036, Florence, AL 35632-0001