

**GRANTSEEKER TRAINING**  
**February–June 2012**

**Take Your  
Next  
Fundraising  
Steps  
with  
Confidence**



**FOUNDATION  
CENTER**

Knowledge to build on.

# TABLE OF CONTENTS

<b>NEW!</b> Proposal Writers Boot Camp	3
Proposal Writing Seminar	4
Proposal Budgeting Workshop	5
Cultivating Grantmaker Relationships	6
After the Grant	7
Building a Sustainable Nonprofit Organization	8
Developing a Fundraising Plan	9
<b>5-Day Grantseeker Training Institute</b>	<b>10–11</b>
Foundation Fundraising	12
Foundation Funding Research	13
Outcome Thinking and Management	14
Securing Corporate Partnerships	15
Free Basic Training	16
Course Locations and Dates	17–18
<b>Special Discounts</b>	<b>18</b>
Registration Form	Inside back cover

The Foundation Center's training courses can help you get:

**SMARTER** about proposal writing, proposal budgeting, and grantmaker relationships.

**MORE CREATIVE** in your approach to fundraising.

**THE FUNDS YOU NEED** with *Foundation Directory Online*, the nation's leading grantseeking database.



## SAVE UP TO 20%

on multiple courses or registrations\*

- ◆ Enter **SAVE10** to save 10% (2 courses/registrations)
- ◆ Enter **SAVE15** to save 15% (3 courses/registrations)
- ◆ Enter **SAVE20** to save 20% (4+ courses/registrations)

\*Discount applicable only for registrations made at the same time.

- The following courses are not eligible for the discounts: *Foundation Funding Research*, *Grantseeker Training Institute*, and *Proposal Writers Boot Camp*.
- *Foundation Fundraising* is only eligible for the 10% discount.

[foundationcenter.org/training/spring12](http://foundationcenter.org/training/spring12)

## Chart your own course!

Schedule any grantseeker training course from our curriculum—as many as your team needs. Our faculty experts will present them in the location you prefer. This special service includes all course materials and publications.

For details and pricing, e-mail: [onsitetraining@foundationcenter.org](mailto:onsitetraining@foundationcenter.org)

*Get in shape with our intensive training on proposals.*

This grantseeker boot camp features three of our most popular courses, taught over three days. We'll show you how to craft a comprehensive and compelling proposal package and create a sound, well-organized proposal budget. You'll master how to successfully steward a grant, and build a path to securing the next one.



## **NEW!** PROPOSAL WRITERS BOOT CAMP

### **LEARN:**

- ◆ What grantmakers look for in a proposal and how they approach the review process
- ◆ How to use your proposal budget to present a complete picture of your financial needs, and to convey your project's worth for a funder's investment
- ◆ How to build a lasting relationship with your funder through grant stewardship, and secure the next one

### **BONUSES**

- ◆ **Free** copy of *The Foundation Center's Guide to Proposal Writing*, 5th Edition (a \$39.95 value)
- ◆ **Free** copy of *The Grantseeker's Guide to Winning Proposals* (a \$39.95 value)
- ◆ **Complimentary** one-week subscription to *Foundation Directory Online Professional*

### **CITIES & DATES**

BOSTON                      May 8–10  
PASADENA                  March 12–14

FEE: \$495  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am–4:00 pm



*Want to hear what grantmakers have to say about proposals they've received?*

Join over 38,000 grantseekers who have strengthened their skills with our most popular course. You'll gain insight on how to prepare a compelling proposal and convince funders to become part of your success.

## PROPOSAL WRITING SEMINAR

### LEARN TO:

- ◆ Write a succinct cover letter and executive summary to the grantmaker
- ◆ Support and humanize your statement of need with relevant data
- ◆ Organize detailed and comprehensive project descriptions
- ◆ Present a concise organizational overview and necessary appendices

### BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Free** copy of *The Foundation Center's Guide to Proposal Writing*, 5th Edition (a \$39.95 value)

### CITIES & DATES

ATLANTA	June 15
CLEVELAND	March 23
HOUSTON	June 13
LAS VEGAS	May 8
MADISON	March 29
NEW ORLEANS	May 15
NEW YORK	February 2, March 1, March 30, April 30, May 17, June 5, June 28
SALT LAKE CITY	April 12
SAN FRANCISCO	June 11
WASHINGTON, DC	February 23, June 13

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*"I now feel ready to dive into my first grant proposal."*

– Lynne Zele,  
Camp Sue Osborn

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FEE: \$195  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am–4:00 pm

*Not sure how to tell your story through the budget numbers?*

Gain the confidence and knowledge you need to build and present an accurate budget. This course will teach you how to compile a budget step-by-step, building a complete picture of your financial needs.



# PROPOSAL BUDGETING WORKSHOP

## LEARN TO:

- ◆ Determine the full cost of your project, including overhead
- ◆ Calculate all personnel costs, fringe benefits, and non-personnel expenses
- ◆ Align your budget with project objectives
- ◆ Present your income and expenses per funder guidelines

## BONUSES

- ◆ Applicable for six CFRE™ International points

## CITIES & DATES

COLUMBUS	June 15
NEW YORK	February 7
	May 4
	June 14
SAN FRANCISCO	April 6
WASHINGTON, DC	April 24
	June 26

FEE: \$195  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am-4:00 pm

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*“I feel more confident that I have the knowledge I need to make a budget that can accurately reflect both income and expenses.”*

– Janice Winston,  
City Youth Association Gators

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*Need guidance on how to build a lasting relationship with your donor?*

From the initial approach through the life of a grant and beyond, this course will help you become a more effective partner to your funders.

## CULTIVATING GRANTMAKER RELATIONSHIPS

### LEARN TO:

- ◆ Address what funders expect from their nonprofit partners at each key point of contact
- ◆ Develop compelling points for effective communication with grantmakers
- ◆ Prepare for meetings and grantmaker site visits

### BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Free** copy of *The Grantseeker's Guide to Winning Proposals* (a \$39.95 value)

### CITIES & DATES

HOUSTON	April 4
NEW YORK	March 13 June 29
SAN FRANCISCO	May 22
WASHINGTON, DC	April 25

FEE: \$195  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am–4:00 pm

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*“Real-world instruction. Very refreshing, invigorating and motivating!”*

– Libby Murphy,  
Louisiana Association  
for the Blind

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## You've received a grant! Now what?

Gain advice from funders and expert fundraisers on how to effectively manage your grant and build a solid path to the next one. This course teaches the best practices of grant stewardship.



# AFTER THE GRANT

## LEARN TO:

- ◆ Anchor the relationship via the proposal and grant award
- ◆ Effectively communicate with grantmakers when faced with challenges
- ◆ Manage the grant responsibly and partner with the funder throughout the grant period

## BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Free** copy of the Foundation Center's *After the Grant: The Nonprofit's Guide to Good Stewardship* (a \$39.95 value)

## CITIES & DATES

NEW YORK            April 26  
WASHINGTON, DC    May 7

FEE: \$195  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am-4:00 pm



## *Is your nonprofit built to last?*

On a limited budget, maintaining a healthy organization can be a real challenge. This course focuses on strengthening your financial stability and monitoring how well your organization aligns its resources with its mission.

# BUILDING A SUSTAINABLE NONPROFIT ORGANIZATION

## LEARN TO:

- ◆ Recognize the main characteristics of a sustainable nonprofit organization
- ◆ Assess your nonprofit's financial health
- ◆ Strengthen your nonprofit's income portfolio
- ◆ Evaluate and improve your organization's competitive edge

## BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Free** copy of *Wise Decision-Making in Uncertain Times: Using Nonprofit Resources Effectively* (a \$39.95 value)

## CITIES & DATES

ATLANTA	May 17
NEW YORK	February 28 June 21
SAN FRANCISCO	March 2
WASHINGTON, DC	April 11

FEE: \$195

CHECK-IN & COFFEE: 8:30 am

COURSE: 9:00 am-4:00 pm

## Need help with diversifying your organization's funding mix?

This course will teach you how to craft a fundraising plan that includes a healthy mix of resources—a strategy that ensures long-term sustainability.



# DEVELOPING A FUNDRAISING PLAN

## LEARN TO:

- ◆ Recognize organizational assets that will attract prospective funders
- ◆ Diversify your current funding mix
- ◆ Set a realistic financial goal for each funding stream
- ◆ Build a strategic fundraising calendar

## BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Free** copy of *Securing Your Organization's Future* (a \$39.95 value)

## CITIES & DATES

NEW YORK                      March 22  
SAN FRANCISCO              March 1  
WASHINGTON, DC            May 22

FEE: \$195  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am–4:00 pm

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*"I knew basic information from working with non-profits, but having the details will give me the support to help our board and staff to go forward into the world of fundraising."*

– Gemariah Borough,  
Evanston Community  
Television

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## *Master the keys to successful fundraising in 5 days*

In just 5 days, the Foundation Center's team of expert instructors will teach you the best practices in fundraising today.

- ◆ Develop strategies to sharpen your grantseeking focus
- ◆ Learn to articulate your funding requests more powerfully
- ◆ Network with peers and colleagues from the nonprofit world

# GRANTSEEKER TRAINING INSTITUTE

## Day 1

**Learn** the characteristics of a sustainable nonprofit organization and how to improve the financial health of yours.

## Day 2

**Get started** with a fundraising plan that maximizes funding for your organization and identify where grants fit in.

## Day 3

**Search** for grantmakers that match your needs with hands-on, interactive training in our computer lab.

## Day 4

**Master** proposal writing. Learn to craft a comprehensive, compelling proposal package step-by-step.

## Day 5

**Build** productive grantmaker relationships from the initial approach through the life of a grant and beyond.



## GRANTSEEKER TRAINING INSTITUTE, continued

### **FREE TAKE-HOME TOOLKIT: (\$300+ value)**

- ◆ *Wise Decision-Making in Uncertain Times: Using Nonprofit Resources Effectively*
- ◆ *Securing Your Organization's Future*
- ◆ One-month subscription to *Foundation Directory Online Professional*
- ◆ *The Foundation Center's Guide to Proposal Writing*
- ◆ *The Grantseeker's Guide to Winning Proposals*

**Applicable for 30 CFRE™ International points.**

### **CITIES & DATES**

NEW YORK	February 13–17
	April 16–20
SAN FRANCISCO	May 7–11
WASHINGTON, DC	March 19–23
	June 18–22

FEE: \$795  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am–4:00 pm

**Limited seating...register today! The Institutes sell out quickly.**



## New to foundation fundraising?

Gain a better understanding of the grantseeking process with independent, corporate, and community foundations, and position your organization as a desirable partner for grantmakers.

# FOUNDATION FUNDRAISING

## LEARN TO:

- ◆ Adopt the terminology used in foundation fundraising
- ◆ Showcase the characteristics grantmakers look for in their nonprofit partners
- ◆ Establish the match between your funding needs and grantmaker interest

## BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Complimentary** one-week subscription to *Foundation Directory Online Professional*
- ◆ **Free** copy of *Foundation Fundamentals*, 8th Edition (a \$39.95 value)

## CITIES & DATES

ALBANY	March 10*
ATLANTA	February 9
BOSTON	March 26
CHICAGO	April 26
CLEVELAND	March 15
MEMPHIS	April 12
NEW YORK	March 8
	May 8
	June 20
PHOENIX	April 10
SAN FRANCISCO	April 3
WASHINGTON, DC	February 15
	June 6

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*"This course provided all the answers I was looking for to...learn how to do fundraising through foundations."*

– David P. Green, MD,  
San Antonio Metropolitan  
Ministries

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FEE: \$125

CHECK-IN & COFFEE: 8:30 am

COURSE: 9:00 am–4:00 pm

\*For Albany only: CHECK-IN & COFFEE: 9:30 am  
COURSE: 10:00 am–5:00 pm

## Need help with finding and evaluating funding prospects?

In this day-and-a-half course, you'll learn the many ways to find and evaluate comprehensive, accurate, and timely information on prospective funders with the nation's premier grantseeking tool, *Foundation Directory Online Professional*.



# FOUNDATION FUNDING RESEARCH

## LEARN TO:

- ◆ Translate your organization's needs into funding research strategies
- ◆ Evaluate funders to determine the best fit for your organization
- ◆ Identify funding prospects based on your location, subject fields, and activities

## BONUSES

- ◆ Applicable for nine CFRE™ International points
- ◆ **Complimentary** one-month subscription to *Foundation Directory Online Professional* (a \$179.95 value)

## CITIES & DATES

ATLANTA	March 13–14
CLEVELAND	May 10–11
NEW YORK	May 22–23
SAN FRANCISCO	February 8–9 March 26–27 June 7–8
WASHINGTON, DC	March 15–16 May 16–17

FEE: \$295\*

CHECK-IN & COFFEE: Day 1, 12:30 pm; Day 2, 8:30 am  
COURSE: Day 1, 1:00–4:00 pm; Day 2, 9:00 am–4:00 pm

\*Special reduced fee of \$195 for current annual subscribers to *Foundation Directory Online Professional* or *Platinum*. For details, call (800) 424-9836.



*Not sure how to demonstrate the impact of your program?*

Learn to shift your nonprofit organization's focus and communication tactics from project activities to outcomes. This course is offered in partnership with the Center for What Works.

## OUTCOME THINKING AND MANAGEMENT

### LEARN TO:

- ◆ Develop client-based targets and milestones for your programs
- ◆ Communicate your project's scope and intended results with outcome language
- ◆ Address outcomes in proposals to build donor confidence about their investment

### BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Free** copy of *Target Setting & Result Verification Guidebook* (a \$15 value)

### CITIES & DATES

ATLANTA	February 14
NEW YORK	April 24
SAN FRANCISCO	February 16
WASHINGTON, DC	March 7

FEE: \$195

CHECK-IN & COFFEE: 8:30 am

COURSE: 9:00 am–4:00 pm

## Want to add corporate support to your funding portfolio?

This course will help you understand the unique characteristics of corporate funders and how to gain their support.



# SECURING CORPORATE PARTNERSHIPS

## LEARN TO:

- ◆ Find the best corporate partnership models for your needs
- ◆ Identify and articulate your organization's assets and values to corporate partners
- ◆ Secure a corporate partner and maintain a mutually beneficial relationship

## BONUSES

- ◆ Applicable for six CFRE™ International points
- ◆ **Complimentary** one-month subscription to *Corporate Giving Online* (a \$59.95 value)

## CITIES & DATES

CLEVELAND	April 12
NEW YORK	March 20 May 10
SAN FRANCISCO	February 22
SEATTLE	March 16
WASHINGTON, DC	February 9 April 16

FEE: \$195  
CHECK-IN & COFFEE: 8:30 am  
COURSE: 9:00 am–4:00 pm

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*"I plan to use the resources—such as checklists, databases, gift policy examples—to improve my organization's corporate relations work."*

– Allison Dragotto,  
The Sage Colleges

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## Introductory classes in our regional centers

Gain a brief introduction to the most popular topics in 60- to 90-minute basic training sessions. The following classes are presented at no cost in our Atlanta, Cleveland, New York, San Francisco, and Washington, DC, Learning Centers.

# FREE BASIC TRAINING

## FOR NONPROFITS

- ◆ Before You Seek a Grant: A Checklist for New Nonprofits\*
- ◆ Foundations and Their Role in Philanthropy\*
- ◆ Grantseeking Basics\*
- ◆ Grantseeking Basics for International Organizations
- ◆ Grantseeking Basics in Spanish: *Principios de la búsqueda de fondos\**
- ◆ Guide to Online Grantseeker Resources\*
- ◆ How to Approach a Foundation\*
- ◆ Introduction to Corporate Giving\*
- ◆ Introduction to Finding Funders\*
- ◆ Introduction to Fundraising Planning\*
- ◆ Nonprofit Sustainability: Building Blocks to Organizational Success\*
- ◆ Proposal Budgeting Basics\*
- ◆ Proposal Budgeting Basics in Spanish: *Elementos básicos del presupuesto de un proyecto\**
- ◆ Proposal Writing Basics\*
- ◆ Proposal Writing Basics in Spanish: *Principios de la escritura de propuestas\**
- ◆ Prospect Research Basics: Researching Individual Donors
- ◆ You Got the Grant! Now What?\*
- ◆ Your Board and Fundraising\*

## FOR INDIVIDUAL GRANTSEEKERS

- ◆ Grantseeking Basics for Individuals in the Arts\*
- ◆ Finding Foundation Support for Your Education\*
- ◆ Getting Started With *Foundation Grants to Individuals Online*

\*Also available as a webinar.

# COURSE LOCATIONS AND DATES

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**Albany: New York State Library, 222 Madison Avenue, Empire State Plaza, Albany, NY 12230**

Foundation Fundraising March 10

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**Atlanta: The Foundation Center, 50 Hurt Plaza, Suite 150, Atlanta, GA 30303**

Foundation Fundraising February 9  
Outcome Thinking and Management February 14  
Foundation Funding Research March 13–14  
Building a Sustainable Nonprofit Organization May 17  
Proposal Writing Seminar June 15

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**Boston: Third Sector New England, 89 South Street, South Street Conference Room, Boston, MA 02111**

Foundation Fundraising March 26  
Proposal Writers Boot Camp May 8–10

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**Chicago: University Center, Park Fountain Room, 525 South State Street, Chicago, IL 60605**

Foundation Fundraising April 26

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**Cleveland: The Foundation Center, 1422 Euclid Avenue, Suite 1600, Cleveland, OH 44115**

Foundation Fundraising March 15  
Proposal Writing Seminar March 23  
Securing Corporate Partnerships April 12  
Foundation Funding Research May 10–11

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**Columbus: Columbus Museum of Art, 480 East Broad Street, Columbus, OH 43215**

Proposal Budgeting Workshop June 15

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**Houston: United Way of Greater Houston, 50 Waugh Drive, Houston, TX 77007**

Cultivating Grantmaker Relationships April 4  
Proposal Writing Seminar June 13

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**Las Vegas: University of Nevada, Las Vegas, Student Union & Event Services,  
4505 South Maryland Parkway, Las Vegas, NV 89154**

Proposal Writing Seminar May 8

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**Madison: The Pyle Center, University of Wisconsin–Extension, 702 Langdon Street, Madison, WI 53706**

Proposal Writing Seminar March 29

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**Memphis: University of Memphis, University Center, 255 University Center, Memphis, TN 38152**

Foundation Fundraising April 12

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**New Orleans: Louisiana Endowment for the Humanities, 938 Lafayette Street, New Orleans, LA 70113**

Proposal Writing Seminar May 15

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**New York: The Foundation Center, 79 Fifth Avenue, New York, NY 10003**

Proposal Writing Seminar February 2, March 1, March 30, April 30, May 17,  
June 5, June 28  
Proposal Budgeting Workshop February 7, May 4, June 14  
GRANTSEEKER TRAINING INSTITUTE February 13–17, April 16–20  
Building a Sustainable Nonprofit Organization February 28, June 21  
Foundation Fundraising March 8, May 8, June 20  
Cultivating Grantmaker Relationships March 13, June 29  
Securing Corporate Partnerships March 20, May 10  
Developing a Fundraising Plan March 22  
Outcome Thinking and Management April 24  
After the Grant April 26  
Foundation Funding Research May 22–23

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**Pasadena: Flintridge Center, 236 West Mountain Street, Pasadena, CA 91103**

Proposal Writers Boot Camp March 12–14

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# COURSE LOCATIONS AND DATES, continued

**Phoenix: Lincoln Family Downtown YMCA, 350 North 1st Avenue, Phoenix, AZ 85003**  
 Foundation Fundraising April 10

**Salt Lake City: Utah Food Bank, 3150 South 900 West, Salt Lake City, UT 84119**  
 Proposal Writing Seminar April 12

**San Francisco: The Foundation Center, 312 Sutter Street, San Francisco, CA 94108**

Foundation Funding Research	February 8–9, March 26–27, June 7–8
Outcome Thinking and Management	February 16
Securing Corporate Partnerships	February 22
Developing a Fundraising Plan	March 1
Building a Sustainable Nonprofit Organization	March 2
Foundation Fundraising	April 3
Proposal Budgeting Workshop	April 6
GRANTSEEKER TRAINING INSTITUTE	May 7–11
Cultivating Grantmaker Relationships	May 22
Proposal Writing Seminar	June 11

**Seattle: Hearing, Speech & Deafness Center (HSDC), 1625 19th Avenue, Seattle, WA 98122**  
 Securing Corporate Partnerships March 16

**Washington, DC: The Foundation Center, 1627 K Street, NW, Washington, DC 20006**

Securing Corporate Partnerships	February 9, April 16
Foundation Fundraising	February 15, June 6
Proposal Writing Seminar	February 23, June 13
Outcome Thinking and Management	March 7
Foundation Funding Research	March 15–16, May 16–17
GRANTSEEKER TRAINING INSTITUTE	March 19–23, June 18–22
Building a Sustainable Nonprofit Organization	April 11
Proposal Budgeting Workshop	April 24, June 26
Cultivating Grantmaker Relationships	April 25
After the Grant	May 7
Developing a Fundraising Plan	May 22



## SAVE UP TO 20% on multiple courses or registrations\*

- ◆ Enter **SAVE10** to save 10% (2 courses/registrations)
- ◆ Enter **SAVE15** to save 15% (3 courses/registrations)
- ◆ Enter **SAVE20** to save 20% (4+ courses/registrations)

\*Discount applicable only for registrations made at the same time.  
 – The following courses are not eligible for the discounts: *Foundation Funding Research*, *Grantee Training Institute*, and *Proposal Writers Boot Camp*.  
 – *Foundation Fundraising* is only eligible for the 10% discount.

[foundationcenter.org/training/spring12](http://foundationcenter.org/training/spring12)

# GRANTSEEKER TRAINING COURSES

## February–June 2012 Registration Form

### 4 WAYS TO REGISTER!

**ONLINE** [foundationcenter.org/training/spring12](http://foundationcenter.org/training/spring12)

**CALL** (800) 424-9836 with credit card information

**FAX** (212) 807-3691 with this form for credit card orders

**MAIL** completed form with payment to:

Foundation Center • 79 Fifth Avenue • New York, NY 10003



COURSE	DATE(S)	CITY	NO. OF ATTENDEES
After the Grant	_____	_____	_____ x \$195 = _____
Building a Sustainable Nonprofit Organization	_____	_____	_____ x \$195 = _____
Cultivating Grantmaker Relationships	_____	_____	_____ x \$195 = _____
Developing a Fundraising Plan	_____	_____	_____ x \$195 = _____
Foundation Funding Research†	_____	_____	_____ x \$295 = _____
Foundation Fundraising	_____	_____	_____ x \$125 = _____
Grantseeker Training Institute	_____	_____	_____ x \$795 = _____
Outcome Thinking and Management	_____	_____	_____ x \$195 = _____
Proposal Budgeting Workshop	_____	_____	_____ x \$195 = _____
Proposal Writers Boot Camp	_____	_____	_____ x \$495 = _____
Proposal Writing Seminar	_____	_____	_____ x \$195 = _____
Securing Corporate Partnerships	_____	_____	_____ x \$195 = _____

†Course fee for Foundation Funding Research is \$195 for current annual subscribers to *Foundation Directory Online Professional or Platinum*. To register at the reduced fee, call (800) 424-9836.

**SUBTOTAL** \_\_\_\_\_

**DISCOUNT CODE** \_\_\_\_\_

**TOTAL** \_\_\_\_\_

PLEASE NOTE: Payment must accompany registration. We will mail a receipt when your registration has been processed. Sorry, no refunds.

### Billing information:

Check/money order enclosed in the amount of \$ \_\_\_\_\_ (U.S. banks only—no foreign currency accepted.)

Charge \$ \_\_\_\_\_ to my:  Visa  MasterCard  AMEX

CARD NUMBER \_\_\_\_\_ EXP DATE \_\_\_\_\_ SECURITY CODE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

NAME \_\_\_\_\_

ORGANIZATION \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

E-MAIL \_\_\_\_\_

DAYTIME PHONE \_\_\_\_\_ FAX \_\_\_\_\_

### Course confirmation address (if different from above):

NAME \_\_\_\_\_

ORGANIZATION/DEPARTMENT \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_



FOUNDATION  
CENTER

*Knowledge to build on.*



79 Fifth Avenue ♦ New York, NY 10003 ♦ (800) 424-9836 ♦ [foundationcenter.org](http://foundationcenter.org)

## February-June 2012 GRANTSEEKER TRAINING



[foundationcenter.org/training/spring12](http://foundationcenter.org/training/spring12)

The Foundation Center is an approved provider for  
CFRE™ International continuing education points.

 Printed on recycled paper with soy inks.