


# FUNDRAISING FOR GOOD

APPLY NOW FOR THE 2022 COHORT



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**The Baumhart Center** is pleased to invite senior development professionals from Chicago nonprofits to apply for our Fundraising for Good Leadership Network.

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Fundraising for Good seeks to accelerate the impact of advancement leaders by providing deep and ongoing support through peer learning and individualized coaching.

**Specifically, Fundraising for Good will offer advancement leaders:**

1

Monthly best-practice and peer learning sessions, supported by an expert facilitator.

2

Semi-annual 1:1 coaching sessions around professional and personal goals.

3

Special access to Baumhart Center gatherings aimed at equipping leaders with skills, knowledge, and networks for social impact.



## LEARNING OBJECTIVES

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Fundraising for Good seeks to help fundraising executives navigate competing priorities to ensure that financial goals are met and their organizations thrive.

**Participants will benefit from teaching, peer learning, and strategic counsel in the following areas:**

- Growing and diversifying your base and strengthening your major gifts programs
- Engaging your board and volunteers in fundraising
- Creating an internal culture of philanthropy
- Managing up to your CEO to maximize fundraising effectiveness
- Attracting and retaining strong development staff

## STRUCTURE

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### Meetings

The Fundraising for Good Leadership Network will meet monthly (with breaks in July) for two hours. Each meeting will have a learning objective and will be structured to promote a high level of open peer exchange.

### Coaching

Alongside these monthly meetings, members will participate in two individualized coaching sessions annually.

### Important Dates

- The Fundraising for Good kick-off dinner is on Wednesday, February 9, from 6:00 to 8:30 p.m.
- From March through November of 2022 (with a break in July), the group will meet once a month from 8:00 to 10:00 a.m. at Loyola University's Schreiber Center at 16 E. Pearson Street in Chicago.
- There will be an additional meeting in November which will serve doubly as a learning session and an end-of-year celebratory dinner on November 30, 2022 from 6:00 to 8:30 p.m.



## WHO WILL BE IN THE NETWORK?

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Fundraising for Good will be a community of dedicated fundraisers who are committed to their own growth, as well as the growth of their peers.

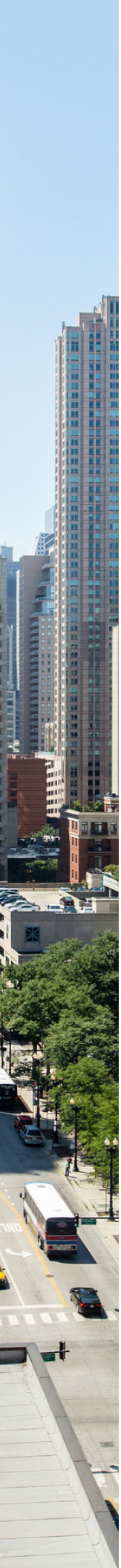
### **We seek professionals who:**

- Spend a minimum of 60% of their time managing a team of fundraising professionals.\*
- Have clear professional and personal development goals.
- Are passionate about the power of philanthropy and committed to helping peers become better fundraisers and nonprofit executives.

Since the Baumhart Center's Leadership Networks are structured to promote the highest level of learning, information sharing, and confidentiality, we seek leaders who come from a wide array of nonprofit settings, including arts and culture, civic affairs, education, the environment, emergency relief, healthcare, human services, policy advocacy, social justice, and youth development. We do our best to select candidates from varied nonprofit disciplines and geographies to ensure there are not competitive tensions among participants.

\*A limited number of participants may be aspiring managers who currently hold senior level fundraising positions.





## FACULTY

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### **SHANNON ALEXANDER, CFRE** Director and Lead Facilitator

Shannon Alexander offers sage strategic counsel in resource development and non-profit management, including annual and major giving, development assessments, feasibility studies, campaign counsel, donor communications, board development and training and strategic planning. Current and recent clients of her practice include Chicago Foundation for Women, Field Museum, Hyde Park Art Center, Kellogg School of Management, Northwestern Medicine Delnor Hospital, METROsquash, Museum of Contemporary Art, United Way of Metropolitan Chicago, Chicago Public Media, Embarc, Northern Illinois University Foundation, and Youth & Opportunity United.

Prior to launching Alexander Ross Group, she served as Vice President of External Affairs for the Museum of Science and Industry (MSI). Under her leadership, MSI completed its Science Rediscovered capital campaign by exceeding its \$205 million goal and raising \$208.8 million. The campaign attracted 5,000 donors, which included more than 55 donors of \$1 million or more. Alexander served as a member of MSI's executive staff and was responsible for Board of Trustees relations, auxiliary groups, donor communications, membership, and strategic planning. She led a team of 40 individuals with seven department heads. During her career, she also served as a consultant with a national fundraising consulting firm where she guided a variety of nonprofit organizations (including hospitals, educational institutions, museums, and social service agencies) to meet their fundraising goals.

Alexander also brings the perspective of a volunteer, having served on a number of nonprofit Boards. She served on the Board of Directors for the Chicago Chapter of the Association of Fundraising Professionals (AFP) and as co-chair for the Chicago Community Trust's Young Leaders' Fund endowment campaign. Alexander was a guest lecturer at the Kellogg School of Management's Center for Nonprofit Management, and served as an instructor for Northwestern University's Continuing Studies Program for (aspiring) development professionals, where she taught courses in major gifts and capital campaigns. She was a featured speaker for AFP Chapters in Chicago and Northwest Indiana, as well as YWCA and the Illinois Association of Museums conferences. A graduate of Butler University, Alexander received the Joseph Irwin Sweeney Alumni Service Award for her volunteer services which included serving on Butler's Alumni Board of Directors.



## TIMELINE

### **December 1**

Applications are due.

### **December 17**

Applicants are notified whether they have been admitted to the 2022 Cohort of Fundraising for Good.

### **February 9**

Kick-off dinner launches the 2022 Cohort of Fundraising for Good.

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## COST

The Fundraising for Good Leadership Network costs \$2,500 for the year. As a way to encourage AFP Chicago membership among network participants, the Baumhart Center is delighted to offer a 10% discount on this tuition to AFP Chicago members.

### **This cost includes:**

- Ten monthly learning sessions
  - Two individualized coaching sessions with Shannon Alexander
  - All food and drink
  - All materials
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## QUESTIONS?

For questions about Fundraising for Good, please email [baumhartcenter@luc.edu](mailto:baumhartcenter@luc.edu) and include the words "Fundraising for Good" in the subject line.

Note: The Baumhart Center may offer partial or full cost assistance in rare cases where a candidate's participation ensures a more diverse, inclusive, and successful program for all participants.

## **PARTNERSHIP MAKES IT POSSIBLE**

The Baumhart Center is delighted to be working with AFP Chicago in the development and delivery of Fundraising for Good. We are thrilled that a member of the AFP Chicago Executive Committee will be a core member of the Leadership Network and will bring ongoing opportunities to connect our learning experiences back to Chicago's professional fundraising community.





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