



Professional Growth

*“Without continual growth and progress, such words as improvement, achievement and success have no meaning.
~ Benjamin Franklin*

Remember when you were a kid, and heading back to school for a new year? Chances are you greeted the first few days of school with a mix of dread and excitement. After all, like most children, we loved our summers – easy, breezy times to pal around with friends and enjoy time away from school. At the same time, it was always nice to get back to our routine, and see classmates we hadn't kept up with during the summer break.

As you pack your children off to go back to school, you may be feeling the same things: excitement about what lies ahead, but dread at all the work yet to do before the year wraps up.

That's why we believe in the power of continuing education; the need for each of us to work on our professional and personal development as a way of continuing to reach our goals, as individuals and as part of our teams.

“It's all about relationships.”

I believe in the need to nurture relationships as a way to build continued strength and success for organizations, but many times, people simply don't know where – or how – to start.

To help you and your organization get started on the process of renewing, reenergizing and recommitting to more dynamic relationships, I've developed a [series of workshops](#) addressing this vital building block to nonprofit organizations.

With these workshops, it's about getting back to basics; it's about shifting the paradigms to look at things from the perspective of the donor.

- **September 14 - Productive Relationships + “WALLOP!” = Sustained Funding**
- **November 30 - So What? Who Cares? Identifying Your Target Audience & Prospective Supporters**
- **January 11 - A Recipe for Success: Key Ingredients for Your Next Development Activity**
- **March 7 - Recruiting, Cultivating & Cherishing Your Volunteer Leaders**
- **May 9 - Creating & Nurturing Partnerships Between .COMs and .ORGs**

Our workshops are designed for board members, volunteers, development officers and staff – anyone who has responsibility for the sustainable development plan of their organization.

Knowing that budgets are tight, we'll pack in a lot of information in the five brown-bag sessions, giving you and your staff affordable training – without the added travel expenses you would incur attending national conferences. Each session builds on the previous one, although you could go to any one of them alone and go back to the office with good information.

In the first workshop, we dive into the “5 Ws” of recruiting for nonprofit leadership –

- **Work**
- **Wisdom**
- **Wealth**
- **Well-connected** and
- **WALLOP!**

While the first four attributes likely are inherent in your recruited leader, **WALLOP** is developed and nurtured by the relationship you have with those leaders.

If you're ready to find the WALLOP in your organization's leaders and develop those productive relationships that help foster sustained funding, join us next

month for our first brown bag workshop, **Productive Relationships + “WALLOP!”**
= Sustained Funding.

- Date: Wednesday, September 14, 2010
- Location: [Ecumenical Center](#) in the Medical Center
- Time: 11:30am – 1:30pm
- Cost: \$50 per workshop if purchased *individually*;
- 10% discount if purchased as a *full set of five* (\$45 per workshop=\$225 total for set of five)

[Register Now!](#)

**For more information, call us at 210-497-8998
or email me at Kathy@KMACandAssociates.com**

*“The growth and development of people
is the highest calling of leadership.”*

~ Harvey S. Firestone
