

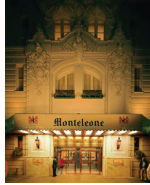


**Louisiana Community &
Technical College System**

Changing Lives, Creating Futures



Executive Leadership Institute for Foundations, Fundraising, and Business & Industry Partnerships



**Wednesday, January 11 – Thursday, January 12, 2012
Hotel Monteleone, New Orleans, LA**

The LCTCS Office of System Advancement is partnering with the LCTCS Foundation to bring in two of the top Foundation and fundraising experts in the nation to teach these sessions. You won't want to miss this once-in-a-decade opportunity for training and networking that you would ordinarily have to leave the state to receive.

What is the Executive Institute for Foundations, Fundraising, and Business and Industry Partnerships?

- An intensive professional development opportunity for community college foundation board members, leadership and staff
- Training and team building for the fundraising “triad” of CEO, foundation board, and staff
- A rare networking opportunity for community college foundation board members across the state
- An opportunity to develop fundraising strategies for foundation boards
- Opportunity for college leaders to develop strategies for outreach to community and business partners in order to build career and technical programs and to encourage a culture of philanthropy for community and technical colleges throughout the state

- ▲ **Come and Learn Why...** Your college is worthy of a donor's investment – and how you can prove it!
- ▲ **Show and Tell:** Success Stories from Your College
- ▲ **See in 3-D:** Foundation Board Leadership - Up, Down and Sideways—Building a High Performing Board
- ▲ **Building the “A” Team:** How the Chancellor, Development Staff, and Board Members Work Together to Advance the College through Fundraising
- ▲ **Rainmaking:** Effective Practices of Community College Foundations
- ▲ **Beyond the Gala:** Yes, You CAN Raise Real Money in Today's Economy
- ▲ **And much, much more!**

EXECUTIVE INSTITUTE FACULTY

WILLIAM CRAFT, *Ed.D., CFRE*



William M. Craft is a nationally known consultant and lecturer in the areas of strategic planning and fundraising counsel for non-profit organizations and community colleges. He has been recognized as a Certified Fund Raising Executive (CFRE) for more than a decade. He is past president of the Washington, D.C.-based Council for Resource Development (CRD) and a recipient of the CRD Lifetime Service Award.

Recognized as a straightforward and practical strategic planner, he has personally led major fund raising campaigns; written and planned successful grant proposals totaling more than \$75 million; and overseen the establishment of three 501 (c) 3 corporations. Since the founding of the Eaton Cummings Group in 1998, he has assisted more than 120 non-profit organizations, colleges, museums and national organizations with strategic planning, the conduct of fundraising feasibility studies and management of fundraising campaigns.

KATHLEEN GUY, *Ph.D., CFRE*



Kathleen Guy is the co-founding partner of the Eaton Cummings Group, a mission-driven consulting firm specializing in strategic planning and fund raising. She has 34 years of experience in higher education in the areas of strategic planning, fundraising and public/media relations as an executive-level institutional advancement professional and consultant to a variety of non-profit organizations.

Her appointments in higher education include Vice President for Institutional Advancement at Northwestern Michigan College (MI) where she successfully planned and led campaigns that raised nearly \$80 million, placing the college among the top 20 community colleges nationwide in funds raised as reported by the Council for Aid to Education (RAND Corporation). Since 1998, she has assisted non-profit organizations including community colleges, arts organizations and national associations with strategic planning, the conduct of fundraising feasibility studies, the management of fundraising campaigns and executive and volunteer coaching. She has contributed to the evolution of foundations, museums and other non-profit organizations from concept to full-fledged operating entities.

SCHEDULE

Wednesday - Concurrent Sessions:

9:00 am – 2:30 pmFoundation & Fundraising Training for College Staff

11:00 am – 2:30 pmJanuary Leadership Team Meeting for Chancellors, Regional Directors, and Executive Staff

12:00 pm.....Lunch will be provided

Note: Foundation Board Members arrive at 2:30 pm

3:00 pm – 5:00 pm.....Executive Leadership Institute Opening Session, for Chancellors, Regional Directors, Foundation Board Members, and Staff

5:00 pm – 6:30 pm.....Reception/Heavy Hors d'oeuvres

Dinner on your own in New Orleans

Thursday - Executive Leadership Institute Sessions:

7:30 am - 8:30 am.....Breakfast

8:30am - 3:00 pm.....Executive Institute Sessions for Chancellors, Regional Directors, Foundation Board Members, and Staff

12:00 pm.....Lunch will be provided

3:00 pm.....Adjournment

REGISTRATION AND ACCOMMODATIONS:

Registration is free. Sign up today at www.lctcs.edu (click on Foundation)

For questions or additional information, please contact **Leah Goss** at lgoss@lctcs.edu or call **225-308-4410**.

The Hotel Monteleone • 214 Royal Street • New Orleans, Louisiana

Hotel reservations may be made by calling 504-523-3341, noting Louisiana Community & Technical College as the group, or by calling our Group Reservations number at 1-800-217-2033.

Guests may also reserve by fax at 504-528-1019.

Reservations will need to be made by Sunday, December 11, 2011.