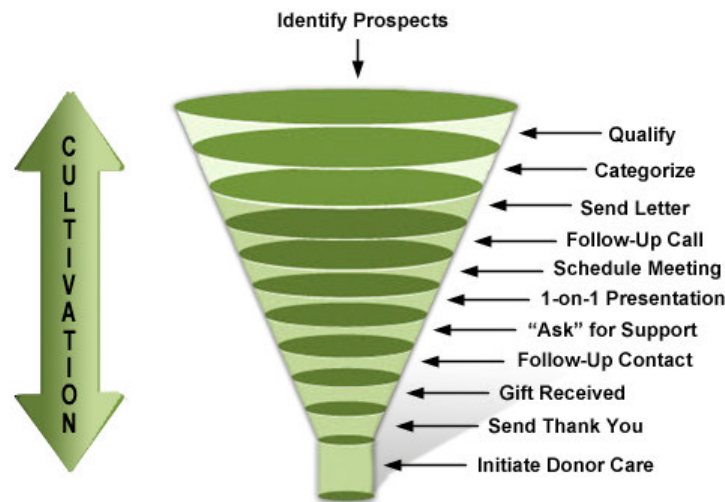


## Fundraising Training Overview

The following represents an overview of our customized “Raise Money Faster” fundraising training:

1. This training will include “Best Practices” in all areas of content. This time tested approach is accomplishing higher than US average results when used by our ministry and non-profit clients across the country.
2. We’ve developed and refined this 12 Stage Fundraising Process to help our clients achieve their goals faster. We will train in each step in detail from how to find people to fill the funnel through the process of initiating donor care. The specific stages are as follows:



3. During our initial meeting we will review your funding needs, review the steps to better understand the areas that need the most attention, develop the strategic approach, etc. This will provide the information to design the customized training.
4. This training will focus on time tested fundraising principles, as well as providing tools, templates, scripts and graphic presentation components for your fundraising campaign.
5. We will train on these fundraising best practices in the first half of the training session and then in the second half, work on the final customization for presentation purposes and personalization to better equip the team to effectively meet and engage prospective donors into investing in your ministry.
6. Our training has helped hundreds of ministries (including those in the Ministry Ventures Certification Program) work smarter not harder to raise their financial support. It works for missionaries and multimillion dollar ministries equally well.
7. In summary, this customized training followed by a custom coaching plan will make it easier for everyone involved in raising funds to do so faster and with less stress in the process, making for a better experience for those raising money and the donors as well.

Thank you for your consideration and let me know if you have any questions.

Blessings and Much Success,,

**Gregg J. Pawlowski**

President