



CENTER FOR NONPROFIT MANAGEMENT
strong nonprofits build strong communities

Tuesday, April 10, 2007

For Immediate Release
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CENTER PRESENTS ANDY ROBINSON FOR SPECIAL NONPROFIT FUNDRAISING & LEADERSHIP CLINIC

Dallas- The Center for Nonprofit Management will host **Andy Robinson's Leadership & Fundraising Clinic**, a full-day seminar on Wednesday, April 25 from 9 a.m. to 4 p.m. at the Center for Nonprofit Management in Dallas. **Andy Robinson**, fundraiser and author of *Selling Social Change* and *Grassroots Grants* will lead the seminars.

The morning session, **Leadership Skills for Social Change: Getting the Most from Your Colleagues & Yourself** will discuss leadership styles and working with a diverse team; how leadership needs change throughout the life of an organization and leadership for the long term: time management and self-care. The afternoon session, **Making Friends with Funders**, will discuss how to build relationships with funders, including how to use the telephone to cultivate grants officers; arranging face-to-face meetings; improving your odds by differentiating your work; and developing long-term relationships for renewal grants.

"To succeed, nonprofits require two essential resources: people and money," says **Robinson**, "Participants will learn to build a diverse team of committed staff and board members – as well as how to build effective relationships with grantmakers."

Andy Robinson is the author of *Grassroots Grants, Second Edition* and *Selling Social Change*. His latest books are *Big Gifts for Small Groups* and *Great Boards for Small Groups*. Over the past ten years, Andy has provided training and consulting in 42 US states and Canada. He specializes in the needs of groups working for human rights, social justice, environmental conservation, and community development.

This full-day seminar will take place on Wednesday, April 25 from 9 a.m. to 4 p.m. at the Center for Nonprofit Management at 2902 Floyd Street in Dallas. The fee is \$150 for CNM members and \$210 for non-members and includes lunch as well as both sessions. Individual sessions are \$75 for members and \$105 for non-members. For more information or to register for this seminar, visit www.cnmdallas.org or call 214-826-3470.

The mission of the Center for Nonprofit Management is to build a stronger community by increasing the performance and impact of nonprofit organizations.

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