



presents

Register today!

Early Registration:

\$25 for APRA Mid-South Members

\$40 for Non-Members

TO REGISTER

Visit our website for registration form at:

www.apramidsouth.org

QUESTIONS?

Contact Rebecca Nies

(615) 936-5814 or

vicepresident@apramidsouth.org

FIND YOUR FUNDERS: TOOLS TO INCREASE YOUR DONOR BASE

October 28, 2011 ♦ 8:30–noon
Dutch lunch to follow

Hosted by

Western Kentucky University
Knically Conference Center, South Campus
Regency Room (Room 130)
2355 Nashville Road, Bowling Green, KY

Join us for a morning of educational sessions and networking while you and other non-profit professionals investigate ways to increase your donor base.

Kick off the morning with seasoned development professional, Deb Darling, Director of Prospect Research at Washington and Lee University, as she explores various research strategies to locate funders, as well as how to use and present this information. Next will be a lively panel discussion with peer non-profit leaders on how prospect research has enhanced their fundraising operations.

Stick around and continue the conversation at our Dutch lunch following the workshop sessions.

Presenters:

- ♦ **Deb Darling**, Director of Prospect Research, Washington & Lee University
- ♦ **Ginger Cole**, Team/Leader and Account Executive, LexisNexis

Panelists:

- ♦ **Brian Becker**, CEO, Big Brothers Big Sisters of South Central Kentucky
- ♦ **Heather Rogers**, Executive Director, Junior Achievement of South Central Kentucky
- ♦ **Susan Cohen**, Grant Writer/Prospect Researcher, Kentucky Center for the Performing Arts
- ♦ **Deb Darling**, Director of Prospect Research, Washington & Lee University

visit our website: www.apramidsouth.org
or, our blog: apramidsouth.blogspot.com

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