



**Mississippi  
Center for  
Nonprofits**

*Working Smarter Together*



## JULY-DECEMBER 2018 TRAINING CALENDAR

Support for the Center is provided by the following:



THE  
CHISHOLM  
FOUNDATION

**The Phil Hardin Foundation**  
To Improve the Education of Mississippians



## JULY

**TUESDAY—10**

**SECRETS TO FINDING NEW DONORS**

**12Pm-1:30pm**

**WEBINAR**

In his webinar one of America's top trainers shows you how to find new donors and cultivate your existing givers. You'll learn how to build your prospect list, communicate more effectively to your donors, and more.

\$39 Center Members \$59 Non-Members

**THURSDAY—19**

**EXECUTIVE DIRECTOR 101**

**9am-4pm**

**JACKSON**

Led by a seasoned nonprofit CEO, Executive Director 101 offers an executive-level curriculum of management practices to give new and developing executive directors the skills you need to deal with key challenges that face you and your nonprofits.

Center Members \$159 Non-Members \$219

**THURSDAY—31**

**THE RIGHT WAY TO START A 501(C)3 NONPROFIT**

**9am-3pm**

**JACKSON**

This workshop provides the legal and practical steps to successfully organize and secure state and federal approval to operate as a tax-exempt nonprofit organization.

\$139 Per Person

## AUGUST

**TUE/WED/THU—7, 8 & 9**

**YEAR END APPEALS: 3-DAY MASTER CLASS**

**12pm-1pm**

**WEBINAR**

Writing Stunning Appeal Letters: piece by piece, understand designs that will supercharge Year End Appeal Fundraising and learn crucial Year End Giving Strategies.

Center Members \$99\* Non-Members \$139\*

**\*For all three webinar sessions\***

**WEDNESDAY—15**

**BASIC GRANT PROPOSAL STRATEGIES**

**9am-3:30pm**

**TUPELO**

This class is designed for beginners, as well as practiced grant writers who need to understand the elements of a grant proposal and how to successfully integrate each into a successful application, as well as the process for successful grant research.

Center Members \$139 Non-Members \$199

**THURSDAY—16**

**COFFEE AND CONVERSATION**

**8:15am-10:00am**

**JACKSON**

This 90-minutes session will help participants understand how to identify which foundations are the best funding prospects for their organizations and how to write stronger/more compelling grant proposals. Breakfast and coffee will be provided.

Center Members \$25 Non-Members \$35

**WED/THU – 22 & 23**

**EXCELLENCE IN ACTION NONPROFIT MANAGEMENT DESIGNATION PROGRAM 8:30am – 4:30pm**

**MERIDIAN**

Excellence in Action (EIA) Nonprofit Management Designation Program is the Center's signature professional development and management training program for nonprofit executives and board members based on 10 best practices of nonprofit management excellence.

\$295 Per Person \$850 Per Organization (3 people) Contact the Center is Interested

## SEPTEMBER

**THURSDAY—6**

**GULF COAST REGIONAL WORKSHOP**

**9am – 4pm**

**GULFPORT**

This one-day regional meeting is designed to bring high quality nonprofit training to your front door. The event will feature workshops on topics that are critical to the successful nonprofit organization, including fundraising and board development, plus an opportunity to network with other nonprofit professionals from your area.

Center Members \$109 Non-Members \$139

**MONDAY—10**

**FUNDRAISING 101**

**9am-12pm**

**JACKSON**

This workshop provides you solid tools for launching a successful fundraising program. From donor motivation to identifying prospects, to key strategies to reach them, you'll walk away with new ideas and an annual fund plan template. Great for new fundraisers and nonprofit seeking to boost income.

Center Members \$69 Non-Members \$99

**TUESDAY - 18**

**EXECUTIVE DIRECTOR 101**

**9am-4 pm**

**HATTIESBURG**

Led by a seasoned nonprofit CEO, Executive Director 101 offers an executive-level curriculum of management practices to give new and developing executive directors the skills you need to deal with key challenges that face you and your nonprofits.

Center Members \$159 Non-Members \$219

**TUESDAY – 25**

**BASIC GRANT PROPOSAL STRATEGIES**

**9am – 3:30pm**

**JACKSON**

This class is designed for beginners, as well as practiced grant writers who need to understand the elements of a grant proposal and how to successfully integrate each into a successful application, as well as the process for successful grant research.

Center Members \$139 Non-Members \$199

**THURSDAY—27**

**NONPROFIT TECHNOLOGY SERIES: INTUIT QUICKBOOKS**

**9am-12pm**

**GULFPORT**

This training gives you the basics of using QuickBooks to keep your nonprofit financial records, including setting up and entering transactions, software updates, as well as advanced tools from QuickBooks.

Center Members \$69 Non-Members \$99

## OCTOBER

**WEDNESDAY— 3**

**HOW TO CREATE A FUNDING MESSAGE THAT WORKS**

**9am-3pm**

**JACKSON**

One of Mississippi's most successful fundraisers will show you how to craft a message that moves donors to action and how to successfully make "the ask." In today's competitive landscape, you must have a carefully crafted message to convince donors of the social impact your nonprofit is making. Don't miss this chance to learn from a proven leader!

Center Members \$99 Non-Members \$139

**TUESDAY—9**

**STARTING YOUR CHURCH OUTREACH MINISTRY**

**9am-12pm**

**JACKSON**

Successfully operating church outreach ministries that provide human services to the community requires planning, know-how and avoiding common pitfalls. This workshop will give you proven steps for success and pitfalls to avoid in your church outreach ministry.

Center Members \$69 Non-Members \$99

**THURSDAY—11**

**FINANCIAL MANAGEMENT 101**

**9am – 12pm**

**TUPELO**

This workshop will introduce basic concepts in nonprofit financial management and teach you how to read and understand the three frequently used financial statements required of most nonprofits.

Center Members \$69 Non-Members \$99

**TUESDAY—16**

**DELTA REGIONAL WORKSHOP**

**9am – 4pm**

**INDIANOLA**

This one-day regional meeting is designed to bring high quality nonprofit training to your front door. The event will feature workshops on topics that are critical to the successful nonprofit organization, including fundraising and board development, plus an opportunity to network with other nonprofit professionals from your area.

Center Members \$109 Non-Members \$139

**THURSDAY—18**

**BASIC GRANT PROPOSAL STRATEGIES**

**9am – 3:30pm**

**NATCHEZ**

This class is designed for beginners, as well as practiced grant writers who need to understand the elements of a grant proposal and how to successfully integrate each into a successful application, as well as the process for successful grant research.

Center Members \$139 Non-Members \$199

**TUE/WED—23 & 24**

**ADVANCED GRANT PROPOSAL STRATEGIES**

**9am – 3:30pm**

**JACKSON**

In this two-day workshop, you will learn how to research and write winning proposals that get funded. You will become proficient in the proposal format use by the vast majority of public foundations and government agencies.

Center Members \$199 Non-Members \$299

**WEDNESDAY—31**

**MAJOR GIFT STRATEGIES**

**9am – 12pm**

**JACKSON**

Every nonprofit depends on major gifts for survival and success. Learn the most effective and efficient way to raise money from individuals — who give 83% percent of the charitable contributions made in the United States. In this workshop, you'll explore the fundamentals and processes for creating a successful major gift solicitation strategy.

Center Members \$69 Non-Members \$99

## **NOVEMBER**

**TUESDAY – 6**

**MSCPA NONPROFIT ACCOUNTING CONFERENCE**

**8:30am – 4:30pm**

**JACKSON**

Get the industry-specific insights you need to maintain a strong organization for you or your clients and get informed about unique challenges facing not-for-profit organizations at this annual event being co-sponsored by the Center.

\$100 Per Person

**THURSDAY – 8**

**NONPROFIT TECHNOLOGY SERIES: INTUIT QUICKBOOKS**

**9am-12pm**

**JACKSON**

This training will cover the basics of setting up and entering transactions specifically for Nonprofits, an overview of the software updates included in QuickBooks®, as well as advanced topics. Insert wording from prior page

Center Members \$69 Non-Members \$99

**TUESDAY - 13**

**MAKING YOUR 2019 FUNDRAISING PLAN**

**12pm-1:30pm**

**WEBINAR**

Are you tired of not having a fundraising plan every year? Is the whole “oh no, we can’t make payroll” thing getting a little old? Or have you been thrown into your role, with no one to guide you and your boss just saying “Do it”? If any of this sounds like you, and you’re tired of being so stressed, this webinar is for you!  
Center Members \$69 Non-Members \$99

**WEDNESDAY - 14**

**GETTING GOVERNMENT GRANTS**

**9am-3:30pm**

**GULFPORT**

Billions of federal grant dollars are awarded to worthy nonprofit causes each year, but winning grants isn’t easy. Tip the odds in your favor with our Getting Government Grants seminar.  
Center Members \$199 Non-Members \$259

**WEDNESDAY – 28**

**GETTING GOVERNMENT GRANTS**

**9am – 3:30pm**

**JACKSON**

Billions of federal grant dollars are awarded to worthy nonprofit causes each year, but winning grants isn’t easy. Tip the odds in your favor with our Getting Government Grants seminar. Center Members \$199 Non-Members \$259

## **DECEMBER**

**TUESDAY—4**

**BUDGET BASICS**

**9am-12pm**

**JACKSON**

A budget is a financial plan that serves as a powerful guide for month-to-month operations, and should be referred to regularly throughout the year. When developed effectively, a budget allows a nonprofit to focus efforts on activities that achieve short and long-term goals. Learn how to create a practical, sound budget to guide your nonprofit.  
Center Members \$69 Non-Members \$99

**TUESDAY—11**

**COMPLETING IRS FORM 990**

**9am-12pm**

**JACKSON**

Every tax-exempt nonprofit is required to complete and file the annual Form 990 with the IRS. It provides important information to both the IRS and the public. The Form 990, Form 990 EZ or Form 990 N provides the IRS with information about your nonprofit's activities and financial status to demonstrate that it continues to meet the qualifications for tax-exemption.  
Center Members \$69 Non-Members \$99

**THURSDAY—13**

**BASIC GRANT PROPOSAL STRATEGIES**

**9am-3pm**

**JACKSON**

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Center Members \$139 Non-Members \$199



**\*\*\*THROUGH A PARTNERSHIP WITH VOLUNTEER MISSISSIPPI ANY ORGANIZATION THAT REGISTERS FOR A WORKSHOP AND AGREES TO PARTICIPATE IN TAKING A PRES/POST TEST WILL RECEIVE A \$30 SCHOLARSHIP TO REDUCE THE FEE FOR THE CLASS \*\*\*** (You will be e-mailed a link to the pre-test once you register and you will receive an e-mail link to the post-test about 60-90 days after the class is complete)

**FOR MORE DETAILED INFORMATION ON OUR TRAINING CALENDAR:** PLEASE VISIT OUR WEBSITE AT [WWW.MSNONPROFITS.ORG](http://WWW.MSNONPROFITS.ORG), THEN CLICK ON THE "EDUCATION TAB", THEN ON THE "TRAINING CALENDAR" LINK

**HOW TO REGISTER FOR OUR WORKSHOPS:** REGISTER ONLINE AT [WWW.MSNONPROFITS.ORG](http://WWW.MSNONPROFITS.ORG) (PAY WITH CREDIT/DEBIT CARD OR ELECTRONIC CHECK). PLEASE REGISTER AT LEAST 2 WEEKS PRIOR TO SCHEDULED WORKSHOP DATE. THE CENTER RESERVES THE RIGHT TO CANCEL A CLASS IF MINIMUM ENROLLMENT IS NOT MET. FOR MORE INFORMATION, CALL THE CENTER AT 601-968-0061.

**REFUND AND CANCELLATION POLICIES:** CANCELLATIONS RECEIVED 7 DAY PRIOR TO WORKSHOP ARE ENTITLED TO A FULL REFUND (LESS A \$10 PROCESSING FEE). NO REFUNDS WILL BE ISSUED AFTER THAT. ALL CANCELLATIONS ARE ELIGIBLE TO RECEIVE A FULL CREDIT TOWARDS A FUTURE WORKSHOP WITHIN THE CURRENT CALENDAR YEAR.