

Prospect Research: Finding Donors to Fund your Nonprofit



Date: June 7, 2011
Location: MetLife, 501 US Hwy 22, Bridgewater, NJ 08807
Room: Conference Room A
Time: Lunch: 12:30 pm, Program: 1:00 to 4:00 pm

Topics include:

- Harnessing internet resources to identify high net-worth individuals
- Basics of Foundation research
- Identifying successful family businesses in your community
- Uncovering philanthropists in your community through family foundations
- Identifying and researching corporate support

Who should attend?

- Executive directors, development officers and nonprofit board members interested in learning how to augment your fundraising efforts and increase capacity.

Fee: \$150.00 (Includes lunch and program materials (a \$49.00 value)).

[Register Now!](#)

Facilitator: Maria Semple



Since 1990, Maria Semple has worked with nonprofit organizations interested in cultivating relationships with major gift donors. An experienced researcher, trainer and frequent speaker on the topic of prospect research, Maria consults with both nonprofit organizations and financial services firms interested in finding their best prospects for long-term business relationships. In 2007, she authored two downloadable and interactive prospecting tools, which include an extensive compilation of research resources. She is a frequent speaker at conferences and in-house training departments of national organizations. Speaking engagements have included: Merrill Lynch; Partnership in Philanthropy; Association of Fundraising Professionals; Association of Professional Researchers for Advancement; The Support Center for Nonprofit Management; Brookdale Community College; and New York University's Heyman Center for Philanthropy and Fundraising.

www.JFSmithAssociates.com ♦ JSmith@JFSmithAssociates.com ♦ 215-646-5520