



# **The Leadership Institute**

## ***Fundraising School – CPAC 2010***

**Friday afternoon, 19<sup>th</sup> February**

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|---------------|---|
| 12:30 – 12:35 | Introduction & Overview<br>Christopher Doss             |
| 12:35 – 1:15  | Direct Mail Fundraising<br>Ron Nehring                  |
| 1:15 – 1:55   | Personal Solicitation & e-Fundraising<br>Rob Willington |
| 1:55 – 2:30   | Fundraising Events<br>Christopher Doss                  |