

REAL FUNDRAISING -- PRESS RELEASE -- REAL FUNDRAISING -- PRESS RELEASE

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FOR IMMEDIATE RELEASE

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Farmington – **Calling Sherlock Holmes!**

You're sure there are foundations out there that will want to fund your project or your not-for-profit, but how to find out who they are, what makes them tick, and the best way to present your case...that's the mystery!

How to begin solving the puzzle? Learn from some of the top sleuths in the foundation business!

Mark Shapiro – Principal, **In Focus**, a Kansas City-based firm devoted to cracking the foundation world, with more than 600 successful grants written. Mark will look at the most important aspects of successful grantsmanship and leave you with a load of useful suggestions and a perspective that will change the way you approach grants as a funding source for your organization!

Thad Henry – Vice President for Institutional Advancement, **University of New Haven**, just coming off its best fundraising year ever. Thad will focus on your organization's environment and how to change it to improve your receiving more grant dollars!

Jonathan H. Spinner – Principal, **Real Fundraising**, and Regional Director of **FundraisingINFO.com**, the key research sleuth for Connecticut funders. Jonathan will discuss the top grantors among Connecticut foundations and how to find out important clues needed to get the best results!

Join this grant finding trio Friday afternoon, March 10, from 1 p.m.- 4:30 p.m., at a special seminar for foundation seekers!

Our host – **Walker Systems Support**, at their offices at 10 Executive Drive, Farmington, CT.

Please register via www.real-fundraising.com, \$35 per attendee.

Seating is **extremely limited**, only 20 Watsons allowed! Register today!

What is Real Fundraising?

Real Fundraising is a Connecticut-based consulting firm that focuses on providing real solutions to the real fundraising problems of not-for-profits in Connecticut, regionally, and nationally. The firm specializes in major gift programs, feasibility studies, capital and endowment campaigns, and board training and education. Real Fundraising was the co-sponsor of the 2005 "Best Practices" Conference with the University of New Haven. It is in partnership with FundraisingINFO.com, a comprehensive Internet-based fund-raising consulting company that provides nonprofit organizations with interactive, up-to-date training, advice and information about fund-raising techniques, products, services and prospects.

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