This high-energy training program will build the confidence of participants to intentionally and enthusiastically grow your organization's community foundation endowment and sustain its mission forever.

Designed for staff, board members and volunteers, the Endowment Building Toolkit equips nonprofit leaders to educate others about the mission, accomplishments and needs of their organizations. The training focuses on three key areas:

• Endowments and the Endow Iowa 25% State Tax Credit
• Your organization’s story and how to tell it
• Role play, practice and Q&A sessions

You’ll receive valuable tools for endowment building, including marketing materials, sample letters and presentations, as well as demonstration and practice opportunities.

This program is effective in helping nonprofits to build endowments through both current and legacy gifts.

To learn more, contact Wendy at wendy@dbqfoundation.org or 563.588.2700.

The toolkit is a proven model for success because:

• The process has been tested and adopted by the national Council on Foundations
• It achieves results through benchmarked goals and a defined timeline
• CFGD staff support you along the way

The Endowment Building Toolkit can meet the needs of every organization. Please see pricing and program offers on reverse side.

After participating in the endowment-building training, Camp Ewalu supporters grew the organization’s endowment fund from $10,000 to $75,000.

“We learned that asking for money for a good cause is not begging—it’s creating opportunities. By the end of the training, we felt empowered.”

- Dale Goodman, Ewalu Executive Director
Level 3 Support - $2,000

- Endowment Team Building – A facilitator from CFGD works in consultation with the executive director or board chair to design and implement an overall endowment building campaign strategy and set forth a plan for donor visits. The goal of Endowment Team Building is to provide support and assistance to the endowment building campaign leaders.
- Endowment Building Workshop – A three-hour course for staff, board members or volunteers. The goal of the workshop is to prepare individuals to make donor visits.
  - Optional Activity: Prior to the workshop, participants may be invited to complete the pre-workshop reading of “Asking: A 59-Minute Guide to Everything Board Members, Volunteers, and Staff Must Know to Secure the Gift.”
- Back-office management of gifts, acknowledgements, reporting, etc.
- CFGD personnel assistance with donor tracking and benchmarking
- Writing, editing and design of donor materials including:
  - Case Statement
  - Donor Letter
  - Endowment FAQs
- Printing of donor materials
- Mailing of donor materials

Level 2 Support - $1,500

- Endowment Team Building
- Endowment Building Workshop
- Back-office management of gifts, acknowledgements, reporting, etc.
- CFGD personnel assistance with donor tracking and benchmarking
- Writing, editing and design of donor materials including:
  - Case Statement
  - Donor Letter
  - Endowment FAQs

Level 1 Support - $1,000

- Endowment Team Building
- Endowment Building Workshop
- Back-office management of gifts, acknowledgements, reporting, etc.
- CFGD personnel assistance with donor tracking and benchmarking
- Templates for donor materials