

SEPTEMBER AND OCTOBER CLASSES AT THE UNITED WAY

Friday, Sept 14 – 9 AM-12 Noon: *Writing the Annual Appeal Letter* - Ann Vermel – Face the annual asking letter without fear.

Thursday & Friday, Sept 20 - 21 – 9AM -12 Noon – *Fund Raising 101* – Kate Henry – A survey of the comprehensive fund raising program and how its pieces fit together to fund your needs.

Thursday and Friday, Oct 11-12 – 9AM:-12:30 Noon - *Grant Writing for Beginners* – Matilda Soria - Review the basic steps to writing a successful grant proposal from one of Fresno's most successful development professionals.
NOTE: *This class will be offered at the Fresno Covenant Foundation, 2727 North First Street, Fresno.*

Wednesday, Oct 17 –10:00 AM - Research Tutorial – Learn to navigate our on-line funding research directories to find the grants that match your program

11:30 AM – 1:00 PM – Brown Bag – *Results of INC and FNAC Surveys of Nonprofit Needs and Discussion* – Ann Vermel and Kate Henry

Friday, Oct 19 – 9 AM -12:30 PM – *Writing Government Grants* - Ann Vermel – Exploring the specific requirements and big differences you need to understand when the grant proposal is going to the government.

AND DON'T MISS THIS OPPORTUNITY

Friday, October 5 and every Friday through November 16 – 1:00PM to 5:00 PM – *The Six Essential Building Blocks of a Successful Nonprofit* – looking at old basics with a new and innovative eye.

NOTE: *These sessions will be held at the Central Valley Business Incubator, 1630 East Shaw Avenue, Suite 163, Fresno. This is a fee-based class with attendance requirements. For further information, call Ann Vermel at 559-243-3668.*

To register for any other class or the Brown Bags, call Susan Vang at 559-243-3688. or e-mail avermel@unitedwayfresno.org.

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