

Professional Development Sessions and Services:

1. Asking for the Gift – 1-Day (6-8 hours)

- Includes the ED theory and practical application;
- Focus is group role playing of the mission dialogue, case dialogue and fundraiser’s specific situations they want to role play;
- Held in a safe unique ED “laboratory circle” where feedback is provided in a respectful and guided manner;
- This is offered for a team of up to 12 people.

2. Ambassadors for Your Charity – (2 hours)

- Board and/or Volunteer session;
- Limited ED theory is covered as a foundation for the session;
- Focus is on understanding and role playing the mission dialogue (only);
- Attendees are encouraged and empowered in the importance of their roles to be ambassadors for their charities;
- Ideally, participants would not exceed 14 people.

3. Fundraising Committee Development – (2 hours – 3.5 hours)

- Includes limited ED theory and practical application;
- Focus is on understanding the mission dialogue or case dialogue (group can choose which dialogue to focus on) and then role-play the fundraising dialogue more fully;
- Ideally, participants would not exceed 10 people.

4. Understanding Tax Benefits of Charitable Giving: From Your Donor’s Perspective

- 1-day (6 hours);
- Focuses on and covers the tax benefits and implications for gifts from cash to real property (including blended gifts);
- Ideally suited for a team of up to 16 people.

5. Personal Soft-Skills Enhancement

- 1-day (6 hours);
- Focuses on and covers enhancing and strengthening peoples soft-skills; specifically - attentiveness, boundaries, working with anxiety, active listening and use of silence;
- Ideally suited for a team up to 10 people.

6. Advanced Power Dialogues

- 1-day opportunity for refining and expanding your knowledge (6 hours);
- **A prerequisite is required.** This is for those who have taken the basic empowerment dialogue training session. Seasoned professionals who would like to enhance their tool kit will want to attend this one-day session;
- The day focuses on the Visualization, Life Values, the Migration, and the Reverse Mission dialogues. Pivot Thinking is included in this session;
- Ideally, participants would not exceed 8.

7. Empowering 2 Day Retreat

- This training covers the ED theory and practical application;
- Some personal soft-skills enhancement, as well as asking for the gift using the mission and case dialogues is part of the first day;
- The second day covers completing the Philanthropic Cycle by closing the gift (it does not include the Advanced Power Dialogues);
- Ideally, participants would not exceed 12.

8. Empowerment Dialogue Coaching

- 1-hour sessions available for junior staff member(s); senior staff member(s); and for executive(s);
- Package of 3 sessions is available for junior staff member(s); senior staff(s); and executive(s);
- Package of 6 sessions is available for junior staff member(s); senior staff member(s); and executive(s);
- A maximum of two people coached in any one session. Ideally, suited for individuals requiring some additional empowering.