



BOY SCOUTS OF AMERICA®
NATIONAL FOUNDATION

2018 MAJOR GIFTS SEMINARS

GIFT PLANNING FOR YOUR COUNCIL'S SECOND CENTURY

Celebrating 6 years and 4500 hours of Major Gifts Education

LEARN MORE ABOUT MAJOR GIFTS AND IMPROVE YOUR SKILLS RELATED TO:

- How to create an ASK strategy for every major council donor
- The best gift strategies and non-cash gifts under the new Tax Act
- Matching your best donors with the best gifts for them
- Engaging volunteers in major gifts cases and asks
- Increasing council operating gifts and endowment

Scout Executives, council volunteers, and staff with major gift duties will leave this seminar more effective, informed, and comfortable with getting major gifts!

JUNE 14-15, 2018

DENVER AREA COUNCIL

10455 W. 6TH AVE, SUITE 100
DENVER, CO 80215

*Optional Blackbaud training 6/13 1pm-5pm

AUGUST 16-17, 2018

DANIEL BOONE COUNCIL

333 WEST HAYWOOD ST.
ASHEVILLE, NC 28801

*Optional Blackbaud training 8/15 1pm-5pm

OCTOBER 25-26, 2018

MID-IOWA COUNCIL

6123 SCOUT TRAIL
DES MOINES, IA 50321

*Optional Blackbaud training 10/24 1pm-5pm



MANAGING YOUR MAJOR GIFTS FUNDRAISING WITH BLACKBAUD

LEARN HOW TO USE BLACKBAUD TO:

- MANAGE YOUR PROSPECTS
- TRACK OPPORTUNITIES
- RESEARCH AND IDENTIFY PROSPECTS

COME A DAY EARLY AND ADD THIS HALF-DAY TRAINING TO YOUR MAJOR GIFTS SEMINAR

OR

COME ONLY FOR THE BLACKBAUD TRAINING- **IT'S FREE**

Seminar Fee: \$150 per person | Fee includes all materials, breaks and lunch both seminar days.

Special rates available for staff and volunteers from BSA Foundation Partner councils.

SAMPLE SEMINAR AGENDA:

Day 1		Day 2	
9:00 – 11:00	Major Gift, Reporting for Duty Giving in the current economy; ethical challenges; guidelines/policies; major gift mentality for councils.	9:00 – 11:00	Beyond the Basics Bargain sales; gift sales; life estates; gift annuities. Charitable remainder trusts; charitable lead trusts.
11:15 – 12:30	Fat Wallet or Flat Wallet? Tax Act overview; gifts and deductions; gift substantiation; Top Ten gift opportunities.	11:00 – 12:30	Relationship Strategies Building better Board relationships;
12:00 – 1:00	Working Lunch	11:30 – 12:30	Working Lunch
1:15 – 2:15	Beyond the Checkbook Stocks; real estate; types of overlooked gift property.	12:45 – 2:15	Relationship Strategies Structuring effective ASK strategies
2:30 – 3:30	Beneficiary Designations Bequests; life insurance; IRAs and retirement vehicles; living trusts; revocable gifts.	2:30 – 3:30	Marketing and Case Studies Prospecting; professional advisors; online presence; campaigns and endowment.

CLICK ON THE LINK TO REGISTER FOR YOUR 2018 SEMINARS

<u>DENVER, CO - JUNE 14-15</u> *Blackbaud training 6/13 1pm-5pm	<u>ASHEVILLE, NC - AUGUST 16 - 17</u> *Blackbaud training 8/15 1pm-5pm
<u>DES MOINES, IA - OCTOBER 25-26</u> *Blackbaud training 10/24 1pm-5pm	

As we enter our 6th year of offering the Major Gifts Seminar, we thank the almost 450 Scout executives, council volunteers, and BSA staff with major gift duties who have invested in major gifts education.

“The most eye-opening part of this course is how the major gifts process is mostly foreign territory to how we raise money in the Boy Scouts. We can be very focused on the current year. It is easy to forget that patience can be the best solution to relationship building and long-term sustainable funding.”- Scout Executive

For more information please contact Diane Smith | 972-580-2026 or Diane.Smith@Scouting.org