

BSA FOUNDATION MAJOR GIFTS SEMINAR | DES MOINES, IA

OCTOBER 25-26, 2018



A short drive in the heartland and a short flight from everywhere. Enjoy cool fall air, peak leaf season and of course some of the best corn mazes in the country.



LAST SEMINAR IN 2018!

OCTOBER 25-26, 2018

MID-IOWA COUNCIL

COUNCIL SERVICE CENTER

6123 SCOUT TRAIL

DES MOINES, IA 50321

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

REGISTER HERE

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!



MANAGING YOUR MAJOR GIFTS FUNDRAISING WITH BLACKBAUD

LEARN HOW TO USE BLACKBAUD TO:

- MANAGE YOUR PROSPECTS
- TRACK OPPORTUNITIES
- RESEARCH AND IDENTIFY PROSPECTS
- CREATE REPORTS FOR BOARD MEMBERS

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, BUT YOU MUST REGISTER**

REGISTER HERE FOR 2-DAY SEMINAR AND/OR FREE BLACKBAUD TRAINING

BSA Foundation Partner councils...Your first registrant is FREE and second gets HALF-OFF!

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

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. |

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



BOY SCOUTS OF AMERICA
NATIONAL FOUNDATION