

For Impact Funding Workshops

The widely acclaimed
For Impact Funding Workshop
comes to
SPOKANE, WA
Space is limited... register today!

*“The Suddes Group has been re-inventing organizations for more than twenty years. Now, through the **For Impact funding workshop**, they share the successful and **innovative ideas** that have generated more than **\$1 Billion...**”*

WORKSHOP OVERVIEW

The For Impact Workshop is 3.5 hours in length. Led by a For Impact team member, the workshop will challenge the traditional social sector paradigm offering tools from successful entrepreneurs, salesmen and visionaries. Most importantly, it will help participating organizations leverage the dynamic relationship between their impact and income.

The For Impact Workshop: **SPOKANE**

-Casting & Funding a Vision-

DATE: Wednesday, September 16 2009

LOCATION: Red Lion River Inn
700 N. Division St.
Spokane, WA 99202
Phone: (509)326-5577

WHEN: 8:30 a.m. - 12 p.m.

INVESTMENT: \$45 per person.*

* \$195 value brought to you by local sponsors.

To Register: Go online to:
www.forimpact.org/workshops/ or call:
614-352-2505.

Must register 7 days prior.

For more information, visit:
www.forimpact.org/workshops/ or contact:
Kerry Suddes (phone): 614-554-7525,
(e-mail): kerry@forimpact.org; or **Tim Card** (phone):
509-994-4293, (e-mail): tim@forimpact.org

WHO SHOULD ATTEND?

We recommend attending as a team including representation from your development team, senior staff and volunteer leadership/board. In the course of this workshop we will be teaching frameworks that benefit each of the groups just described. Attending organizations are required to attend with at least one board member.

WHAT YOU WILL LEARN

- Message Building: How to simplify and clarify your message.
- Frameworks to help your organization Think Bigger.
- How to engage board and new prospects.

Bonus:

A simple plan to generate \$100K in 100 Days.

ABOUT THE SUDDES GROUP

Through the 1970's, Tom Suddes served as the director of development at the University of Notre Dame. After successfully finishing 'THE Campaign for Notre Dame' Tom left to found The Suddes Group in 1983 which ran it's first campaign for Fenwick High School, a Dominican College Prep school just outside of Chicago.

The Suddes Group quickly grew to become one of the premiere development consulting groups in the country. It was known for its no-nonsense-sales-oriented approach to fundraising and generating results where others failed. In 1997 Inc. Magazine called The Suddes Group 'The Maverick Fundraising Firm'.

Over the last 25 years The Suddes Group has amassed an incredible track record:

- Successfully managing more than 300 campaign initiatives.
- Collectively raising more than \$2 Billion.
- Providing development counsel and training to more than 1000 organizations worldwide.

In 2003, The Suddes Group launched For Impact, an initiative to provide training, tools and publications around the Suddes Group's innovative processes. Hundreds of articles, seminars and frameworks can now be accessed freely at www.forimpact.org.

Currently, The Suddes Group provides services to more than 10,000 organizations through the For Impact Community. Suddes Group Partners continue to work 'in-the-field' providing strategic coaching on funding projects of all sizes in all sectors. The Suddes Group's niche continues to be projects that require change, re-design and entrepreneurial thinking to get results.

FOR IMPACT TEAM MEMBERS

TOM SUDDES

Founder and Visionary

Tom Suddes's credentials put him in a class by himself. Thirty years ago, he headed the Campaign for Notre Dame with the visionary Father Hesburgh and raised \$180 million—\$50 million over their \$130 million goal. He went on to found the now-legendary Suddes Group where he's raised over a billion dollars, made more than 6,000 personal visits, and redefined how organizations raise money.

A true maverick, he has led more than 300 campaigns, trained hundreds of development professionals, and influenced thousands. In 1996, he literally went global—spreading entrepreneurship in Russia, Poland, India, Bangladesh, the Philippines, and Australia. Tom has created 19 businesses, 3 million jobs, and authored four books, (so far). To this day, he wakes up each morning thinking bigger.

NICK FELLERS

President of For Impact | The Suddes Group

Nick Fellers is the leader of The Suddes Group's field efforts, helping people raise money every single day. Nick knows 100 organizations very in depth, makes visits on their behalf and helps them meet and often exceed their fundraising goals. Consumed with strategizing, coaching, and training, he is committed to success on every campaign. "Nick has thirty years' worth of experience packed into seven." Tom Suddes says, "He not only gets it, he brings his own genius to it."

A born entrepreneur, Nick started a networking business while a student at Notre Dame. The experience taught him the power of scaled impact—what can happen when you share a system on a huge scale and the impact it can have on people's lives. Nick was the driving force behind For Impact, believing he and Tom could help countless organizations rather than just one at a time. Co-developing For Impact's training modules, Nick runs workshops at Eagle Creek as well as locations across the country.

KERRY SUDDES

Director of Training & For Impact Coach

Kerry Suddes leads the team in designing and delivering our Funding Workshop experience as well as working in the field with clients on funding initiatives. Kerry started her career 16 years ago in the for profit training world where she built and facilitated World Class Team programs for thousands (including dozens of Fortune 500 companies like General Motors, JP Morgan Chase, Nationwide Insurance, Medtronic, Merck, KeyCorp and Sherwin-Williams.)

In 2005, Kerry joined the For Impact Team and has since coached, trained and strategized with hundreds of organizations resulting in successful funding efforts ranging from \$100k to \$15M. Kerry has worked closely with The American Cancer Society, The American Lung Association, and many private schools and social service agencies.

At the Funding Workshop, Kerry leads attendees through a Funding Road Map and incorporates experiential learning activities to accelerate the learning process and help raise millions of dollars. Kerry completed her degree in Speech Communications and Leadership Studies at the University of San Diego.

TIM CARD

For Impact Regional Partner and Coach

Tim Card is a recent and valuable addition to The Suddes Group For Impact team and comes with strong leadership, business, and Christian Ministry development experience. He has witnessed first-hand, the value and results of incorporating the For Impact approach to funding organizational vision from his experience working with The Suddes Group For Impact as a client working on a capital campaign.

His strategic mind set and approach to development project work is aimed at effectively advancing the vision and mission of the organizations he serves. Tim is passionate about helping organizations reach the “next level” and gain the benefits of what For Impact has to offer in casting and funding vision.

Tim leads a principled life of Christian character and strong family values. He lives in Spokane with his wife and two children and in his leisure time, enjoys camping, boating, golf, and playing the drums.