



Women in Development of Northeastern New York

Building networks, sharing best practices, and
working collaboratively for our collective success.

Spring Program & Annual Networking Event “How to Never, Ever Get a ‘No’ Again – Really!”

Tuesday, March 16, 2010 Registration Deadline: March 11, 2010

Program: 3:00-4:30 pm • Networking Reception: 4:30-6:00 pm

Location: The Barn at the Rensselaer Technology Park, 100 Defreest Drive, Troy

Registration: Members \$20, Non-members \$35

WID is proud to present this dynamic spring program and networking event at a unique new venue. Join us at the Barn, the Tech Park’s Dutch barn from the mid-1700’s, that has been beautifully rebuilt and restored using the original timbers that defined its classic “H-framed” structure. Following the program, connect with development colleagues during a casual cocktail reception.

If you want to learn how to NEVER, EVER GET A ‘NO’ AGAIN, then you must attend! This workshop will help you eliminate objections before asking, hone your negotiation abilities, and have your most successful solicitation conversations ever. You will gain skills, insights and confidence. This highly interactive workshop will help you ask for gifts in a sure-fire, fail-proof and compelling manner, resulting in an abundance of joyful commitments.



Our Speaker: Karen E. Osborne, President The Osborne Group, Inc.

The Osborne Group is a full service management and consulting firm focusing on campaign and major gift consulting, board development and training, CEO and CDO coaching, strategic planning and staff training and development.

Karen has taught a wide variety of fund raising, management and marketing topics at hundreds of conferences and private sessions. Karen is nationally and internationally recognized for her presentation skills. The Council for Advancement and Support of Education (CASE) awarded Karen the Crystal Apple for Outstanding Teaching and Public Speaking. She is sought after worldwide to make presentations and consult with colleges, universities, health organizations and not-for-profits.

Karen’s teaching is backed by firsthand experience. For 18 of her 31 years in the business, Karen led outstanding philanthropy operations and successfully managed campaigns as large as \$200 million. As a consultant and campaign counsel, her experience has included health, education, arts and social service institutions, helping them achieve campaigns as large as \$500 million and as small as \$5 million.

For more information about this program contact membership@widneny.net

Yes! I would like to attend “How to Never, Ever Get a ‘No’ Again” on Tuesday, March 16, 2010.

- Please reserve _____ spots for WID members (at \$20/member).
- Please reserve _____ spots for non-WID members (at \$35/non-member).
- I would like to become a member of Women in Development (\$60/annually).

Please list the names of the people who will be attending this program.

Name _____ Member Non-Member

Name _____ Member Non-Member

Please share your contact information.

Organization _____

Address _____

City _____ State _____ Zip _____

Daytime phone _____ E-mail _____

**Registration Deadline is
March 11, 2010**

Registrations made after this date will be assessed a \$5 late fee. Unpaid reservations will be invoiced regardless of whether someone is in attendance at the program. We thank you for understanding that WID must pay for every reservation made.

Please send payment to: Women in Development • P.O. Box 5871 • Albany, NY 12205 • membership@widneny.net

To register online by credit card, visit our website at: www.widneny.net/programs.htm