



Women in Development of Northeastern New York

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

Are you comfortable requesting a transformational gift?

Tuesday, October 9, 2012 Registration Deadline: October 2, 2012

7:30-8:00 am - Registration, Networking and Buffet Breakfast: • 8:00-10:00 am - Program

Location: Wolferts Roost Country Club, 120 Van Rensselaer Blvd., Albany

Our Presenter: Ann McGuiness

As Director of Principal Gifts at Planned Parenthood Federation of America, she has been successfully soliciting 6 to 7-figure gifts working with the organization's President, Cecile Richards.

Last spring, Ann presented at WID's speed-networking session and, not only received rave reviews, but participants asked us to bring her back for a full-length session on how to identify and cultivate prospective major donors, get an appointment to meet with them, and ask for a transformational gift. Ann will draw on her extensive development experience to share examples of what makes a successful major gift solicitation.

Ann McGuiness is a fundraising professional with more than 30 years experience working with nonprofit and political organizations. She has held senior level development positions for several national organizations and has served as an independent fundraising consultant for 17 years. Ann is experienced in all aspects of fundraising, marketing and institutional development. She has built successful major donor programs, managed major gifts campaigns, directed multi-million dollar direct mail initiatives, increased organizational support from foundations and corporations, completed executive searches and trained and coached boards and staff.



Ann McGuiness

Ann also teaches Fundraising & Grant Writing at the College of St. Rose and is a former board member of Women in Development.

Yes! I would like to attend **Are you comfortable requesting a transformational gift?"** on October 9.

- 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 October 2, 2012

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: <http://www.widneny.org/programs.htm>