



National Trainer & Senior Governance Consultant for BoardSource to Dispel Common Nonprofit Falsehoods

Creating Highly Effective Boards—Where to Recruit—Fearless Fundraising

Effective Governance is Not History and Habit

Dave Sternberg, a Senior Governance Consultant with BoardSource and a faculty member at the Lilly School for Philanthropy, understands the challenges nonprofits face and has spent 30 years in the sector. He has trained nationally and internationally to help nonprofit professionals understand and develop fearless fundraising boards filled with strong advocates.

Dave’s session is ideal for the CEO or Executive Director and leaders interested in advancing their role as a board member serving their chosen nonprofit.

TRAINER: Dave Sternberg



Dave Sternberg, CFRM, founded Loring, Sternberg and Associates, a fundraising and nonprofit management consulting firm, in 1996. He is a member of the faculty at The Lilly School of Philanthropy at Indiana University’s Fund Raising School, where he teaches *Building the Annual Fund, Marketing for Fundraising, Managing the Capital Campaign, Principles, and Techniques, and Major Gifts*. Serving as a Senior Governance Consultant for BoardSource, Dave authored the second and third editions of *Fearless Fundraising for Nonprofit Boards*.

This Session Will Cover:

Building strength on Nonprofit Boards is essential to the health and longevity of the nonprofit industry. In this session, Dave will cover the following in an interactive and engaging presentation:

- The Nonprofit Environment
- Forces Shaping the Board’s Role
- Basic Responsibilities of Nonprofit Boards
- Board Building Cycles and Where to Find Good Members
- Board Structure
- Expectations, Orientations, and Board Handbooks

EVENT DETAILS

Thursday, April 6, 2023

8:00 a.m. – 4:00 p.m.
(Doors open 7:30 a.m.)

Nonprofit Center Annex
1000 College Blvd, Bldg 17,
Pensacola, FL, 32504

Reserve Your Spot NOW!

LIMITED SEATING

Register Online at
<https://npc.pensacolastate.edu/april-2023/>

\$50 per registered attendee

NPC members receive 50% off

Questions? Call 850-484-1568

- 7:30 am Doors Open – Coffee and Conversation – Networking
- 8:00 am Welcome
- 8:15 am External Influences Nonprofits Face
Commonly believed falsehoods-Public perception & “not-for-profit” work
- 9:45 am Telling your financial story as a nonprofit in the for-profit world
- 10:45 am Recruiting Mistakes and Opportunities
Job Descriptions, Evaluations, and Ten Basic Responsibilities of Boards
- 11:30 am Lunch Break
- 12:00 pm Board Panel – What works for us?
Community leaders share what keeps them engaged, and why they resign.
- 12:30 pm The Board Building Cycle
- 1:00 pm Where to find Board Members – Recruitment
- 1:30 pm Orientation, Education, and Celebration!
- 2:00 pm Board Structure & Common Questions
- 2:30 pm What Makes Fundraising Difficult?
- 3:30 pm Powerful Stories – What is Yours?
- 3:45 pm Resources
- 4:00 pm Sip and Socialize - Networking