

# Introduction to Prospect Research: Finding Donors to Fund your Nonprofit Organization



Date: October 30, 2009  
Location: Pyramid Club, 1735 Market Street, 52nd Floor, Philadelphia, PA 19103-2921  
Room: The Franklin Room  
Time: Breakfast: 8:00 am, Program: 8:30 to 11:30 am

## Topics include:

- Harnessing internet resources to identify high net-worth individuals
- Basics of Foundation research
- Identifying successful family businesses in your community
- Uncovering philanthropists in your community through family foundations
- Identifying and researching corporate support

## Who should attend?

- Executive directors, development officers and nonprofit board members interested in learning how to augment your fundraising efforts and increase capacity.

**Fee:** \$150.00 (Includes continental breakfast and program materials (a \$49.00 value)).

## Reservations:

To make a reservation:

Call Kathy Miller at 267-513-1776, or fax the attached form to 267-513-1701

## Facilitator: Maria Semple



Since 1990, Maria Semple has worked with nonprofit organizations interested in cultivating relationships with major gift donors. An experienced researcher, trainer and frequent speaker on the topic of prospect research, Maria consults with both nonprofit organizations and financial services firms interested in finding their best prospects for long-term business relationships. In 2007, she authored two downloadable and interactive prospecting tools, which include an extensive compilation of research resources. She is a frequent speaker at conferences and in-house training departments of national organizations. Speaking engagements have included: Merrill Lynch; Partnership in Philanthropy; Association of Fundraising Professionals; Association of Professional Researchers for Advancement; The Support Center for Nonprofit Management; Brookdale Community College; and New York University's Heyman Center for Philanthropy and Fundraising.

**500 Office Center Drive ♦ Suite 400 ♦ Fort Washington, PA ♦ 267-513-1776**

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## Registration Form

Date: October 30, 2009

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Attendees (Name, email address):

_____	_____
_____	_____
_____	_____
_____	_____

Total Number of Attendees: \_\_\_\_\_

@\$150.00 each

Total Payment: \_\_\_\_\_

So that we can provide catering with final numbers, please register by October 23, 2009.  
Please send your completed registration form and check to:

J. F. Smith & Associates  
500 Office Center Drive  
Suite 400  
Fort Washington, PA 19034

To make a reservation:

Call Kathy Miller at **267-513-1776** or  
Fax this form to **267-513-1701**

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