

## **Webinar – Brown Bag Lunch Sessions Building Relationships that Pay off**

**Tuesday, July 26, 2011**

Canadian Cancer Society

193 Sherbrook Street

Noon to 1:30 pm

Session begins promptly at noon, please arrive early.

Coffee & Tea provided

### **About the session**

Foundation professionals agree: their best grantees are the ones who look beyond the check and seek a mutually beneficial relationship. Learn how the relationship unfolds and how both grantmakers and grantees benefit from good communication and mutual understanding of risk and reward.

### **Learning Objectives**

- Learn a strategic framework for choosing your best prospects
- Understand who works in a foundation and how to communicate with them most effectively
- Understand the role of risk and reward in a grant making relationship
- Learn "seven best practices" to help you succeed in building long term funding relationships

### **About the Presenter**

**John W. Hicks, CFRE** is President and CEO of J.C. Geever, Inc., a consulting firm specializing in helping not-for-profits build effective grantseeking programs. John is a featured presenter for The Foundation Center and a contributing author to the Center's newest book, *After the Grant*. He is an active volunteer for AFP International and Immediate Past President of the Greater New York Chapter of AFP.