

***“This Conference Will Challenge Everything  
You Believe About The Raising of Money”***

*Theodore Temple Beckett  
Philanthropist & Volunteer*

# **FAITH & FUNDRAISING CONFERENCE**

***...Raising Good Money During Bad Times***

***June 30 - July 1, 2009 - Colorado Springs, CO***

***From The Headquarters of YWAM  
YOUTH WITH A MISSION - Colorado Springs, CO***



**James P. LaRose, CFRE**  
National Development Institute  
Columbia, SC



**Jerry Grimes**  
Polaris Fundraising Worldwide  
Colorado Springs, CO



**Wesley A. Rediger, Ed.D.**  
Development Systems International, Inc.  
Indianapolis, IN



**Phil Young**  
PAX Global  
Lakeland, FL



**REGISTER TODAY - SCHOLARSHIP RATE ONLY \$149.00**

**JUNE 30 - JULY 1, 2009 - YWAM HEADQUARTERS**

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or call Ouidette at 866-360-3858**

# 2009 FAITH & FUNDRAISING CONFERENCE

...Raising Good Money During Bad Times

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**HOW DOES IT WORK?** During an economic downturn significant gifts are given by philanthropists who will amply support your organization's great dream when it's backed by a sound plan. This event will ensure that you properly identify, engage, cultivate, and invite individuals of means to invest in your organization with major gifts.

**Find out the truth about our economy and how its going to affect your nonprofit agency. You don't have to fail...you can flourish.**

## 2009 FAITH & FUNDRAISING CONFERENCE - TOPICS DAY ONE & TWO

**MINISTRY OF MAJOR GIFTS FUNDRAISING - THE PAULINE APPROACH**

*Jimmy LaRose*

**FIRST RIGHT STEPS WHEN ESTABLISHING YOUR MAJOR GIFTS PROGRAM**

*Jimmy LaRose & Wes Rediger*

**ANATOMY OF A PERFECT CAPITAL CAMPAIGN**

*Wes Rediger*

**CASE STATEMENTS THAT WORK AND REALLY RAISE MONEY**

*Jerry Grimes*

**THE TWENTY REASONS DONORS GIVE**

*Phil Young*

**MAKING THE ASK: Doing It Right. Doing It Well.**

*Wes Rediger*

**THE BOARD'S ROLE IN RAISING MAJOR GIFTS: Are You Ready?**

*Wes Rediger & Jimmy LaRose*

**CRITICAL DOs AND DON'Ts WHEN MAJOR GIFTS FUNDRAISING**

*Jerry Grimes*

**WHO SHOULD ATTEND?** Non-Profit Executives, Development Officers, Pastors, Church Leaders, Board Members, Volunteers, Special Event Coordinators, and Marketing Directors, who want to increase their knowledge and skills in the areas of major gifts fundraising, nonprofit advancement, public relations and development.

# SPECIAL GIFT - COMPLIMENTARY FUNDRAISING TOOLS WITH CONFERENCE REGISTRATION

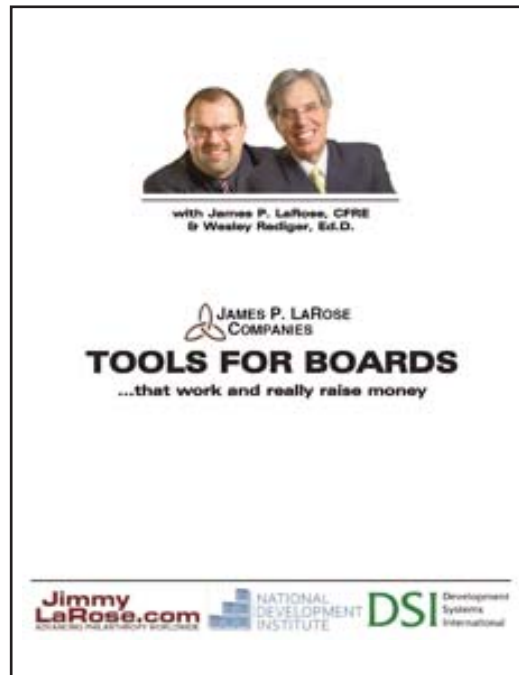
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Wesley and Jimmy's Famous Teaching That  
Has Inspired Boards Around The World

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# Conference Summary

## Frequently Asked Questions (FAQ)

**Faith & Fundraising Conference June 30 - July 1 Colorado Springs, CO**

Meet Internationally  
Recognized Fundraising Pros



with Jerry Grimes, Jimmy LaRose, Phil Young, and Wes Rediger

**FAITH & FUNDRAISING CONFERENCE**

from the Headquarters  
of **YOUTH WITH A MISSION**  
in Colorado Springs, CO



- Understand How To Launch Your Major Gifts Program From Scratch
- Learn the Biblical Basis for the Pauline Approach to the Raising of Money
- Recognize How To Ask For The Big Gift...Doing It Often Doing It Well
- Learn the Secrets To Receiving Major Gifts From Charitable Foundations
- Discover How To Identify New Donors Who Make Significant Investments
- Receive Winning Tools & Samples from Internationally Known Professionals
- Learn How to Secure Five, Six, & Seven Figure Gifts from Networth Donors

**Click Here To Learn More - Limited Registration - Tuition only \$149.95**

### CONFERENCE TUITION

Two Day Conference Cost: ONLY \$149

### NATIONAL DEVELOPMENT INSTITUTE

P.O. BOX 2675 - Columbia, SC 29202  
866-360-3858

### YWAM - YOUTH WITH A MISSION

505 Pope's Bluff Trail  
Colorado Springs, CO 80907  
1-800-367-9926

### START TIMES - END TIMES

CONFERENCE REGISTRATION OPENS 8:30am  
CONFERENCE START 9:00am CONFERENCE END TIME 4:00pm

# 2009 Symposium Faculty

**James P. LaRose, CFRE: Co-Founder, NDI**

**[jimmy@jamesplarose.com](mailto:jimmy@jamesplarose.com)**

James P. LaRose, CFRE known around the world as Jimmy LaRose the "Fundraiser's Fundraiser" continues to transform nonprofit executives tasked with raising money in a tumultuous 21st Century economy. His passion for the nonprofit sector is without bounds and his love for individuals who serve it is unparalleled. Jimmy's heroes are those men and women of the charitable world who lay down their lives daily for the hurting and the hopeless. Jim, during his career as a development professional has assisted over 325 non-profit institutions in the U.S. and overseas. The organizations he's served include child and human welfare agencies, colleges and universities, private K-12 schools, civic organizations, mental health institutions, animal protection agencies, and fine arts coalitions. He specializes in major gifts cultivation, special events, direct mail, foundation solicitation, annual fund campaigns, capital campaigns, feasibility studies and board/staff development. Jim has worn the hats of conference speaker, development officer, and agency director, and is past President of both the Association of Christian Development Professionals (ACDP) and the Western Maryland Chapter of the Association of Fundraising Professionals (AFP). He is the founder of the National Development Institute, a certificate program for development professionals committed to continuing education. He holds the Certified Fund Raising Executive certification from the AFP and was recently named Outstanding Executive Fundraiser of the Year by the AFP's Carolina Chapter. He is a graduate of Indiana University's Executive Leadership Institute and Faculty Training Academy, Indianapolis, IN, the National Planned Giving Institute, Memphis, TN, Tennessee Temple University, Chattanooga, TN and Word Of Life Bible Institute, Schroon Lake, NY.



**Wesley A. Rediger, Ed.D: Co-Founder, NDI**

**[wesley@funddevelopment.com](mailto:wesley@funddevelopment.com)**

Wesley, author of the "Perfect Capital Campaign" concept and co-founder of the National Development Institute entered Jimmy's life in 1996 and became his greatest influence. Jimmy is fond of sharing with audiences, "Wesley's knowledge of development is without bounds...he's challenged everything I believe about the raising of money. " Having traveled the world together, they now sow their vast experience into a new generation of development officers, challenging them to "get out of themselves, find a need, and meet it." Wesley Rediger has more than twenty years of professional experience in higher education including ten years as chief student development officer and six years as vice president for development. Dr. Rediger has comprehensive experience in all aspects of advancement including fund-raising, public relations, alumni, parent and community relations, current fund and campaign leadership. During Dr. Rediger's tenure as vice president for development at Huntington College, the number of annual fund donors and gift income increased more than 30%. He directed a comprehensive campaign for current funds, scholarships, and endowment, including deferred gifts, which generated \$4.3 million against a goal of \$4 million. Dr. Rediger has also served as a development auditor for the Coalition for Christian Colleges and Universities. Dr. Rediger holds a B.A. from Taylor University, an M.A. in Student Personnel Administration and an Ed.D. in Educational Leadership from Ball State University. He holds the Certified Fund Raising Executive certification and is also certified to administer, score and interpret the Myers Briggs Type Indicator which he has used widely in management training and team building seminars.



# Conference Faculty (cont.)

## Jerry Grimes: Senior Faculty

[jerry.p.grimes@gmail.com](mailto:jerry.p.grimes@gmail.com)



Jerry, is an ordained minister and church planter who has helped churches and Christian ministries raise millions of dollars through major gifts and direct marketing programs. Having served as General Manager of one of the most listened to Christian music radio stations in the country, Jerry brings a wealth of practical experience to bear for PAX clients. In addition to a master's degree in ministry leadership and development, Jerry is a consummate marketing professional with a proven track record in all media. In addition, he is certified as a ministry coach and excels at helping our clients achieve success using the PAX approach to Major Gifts. A former journalist and photographer, his communications skills make him a tremendous asset to any business environment. He and his wife, Lisa, who serves as his administrative assistant, make a great team. The couple has four grown children and resides in Colorado Springs, where Jerry serves full time with WAY-FM Media Group as Director of Donor Marketing. Jerry felt the call to full time Christian service in 2001, when he enrolled at Columbia Biblical Seminary and School of Missions, where he earned an M.A. in Leadership, Evangelism and Discipleship in 2005. He was ordained by Crossroads Christian Church in Evansville, Indiana later that year. While in Seminary, Jerry served part time at Sandhills Community Church, a church plant project of the Christian Missionary Alliance in Northeast Columbia, SC. Jerry and Lisa Grimes have been married since August of 1981, and have two grown sons and one foster daughter in the Columbia area.

## Phil Young: Senior Counselor

[phil.young@counselorteam.com](mailto:phil.young@counselorteam.com)



Phil Young is Co-Founder and President of Aquasis LIFE H2O Charities, Inc., an Atlanta based Christian non-profit corporation that raises funds for safe water initiatives in underdeveloped countries. Phil is an ordained minister and a 30 year veteran of full time Christian ministry. He has led fund raising efforts throughout North America since 1978. For the past three decades, Phil has thrived in numerous fundraising positions, and has pioneered a number of non-profits, generating millions of dollars for missions and Christian ministries. For four years, Phil led out on the Loans Committee and the Budget and Audit Committee of the Florida Baptist Convention, an organization which raises and invests over \$30 Million annually for mission efforts. Phil served as Chairman of the Board of Directors for the Baptist Convention of New England 1999-2001. In 2002, he accepted the leadership and development role of a worldwide mission outreach effort entitled Bold World Impact at the Church at the Mall in Lakeland, Florida. In 2003, Phil co-founded the Global Reach Foundation (GRF) to raise the needed funds for the massive missions undertaking of Bold World Impact. From 2003-2006, Phil served as President and CEO of GRF, successfully leading capital stewardship campaigns and donor development initiatives. During his four years as President, GRF grew to over \$3 Million in annual revenues. Since its inception only five years ago, GRF has broadcasted Christian programming into the unreached Muslim world, planted 22 churches, and conducted humanitarian ministry across North America and in seven countries around the world. Phil is an active member of the Association of Fundraising Professionals. His heart is to assist non-profit organizations in maximizing their impact through effective stewardship of all available resources.

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## 2009 EVENT SPONSORS

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