

Ethical and Accountable Fundraising Practices for Heritage Organizations

In partnership
with:



Pennsylvania Historical & Museum Commission

"So many rules exist – how can we ever know them all?" This workshop focuses on the legal and regulatory components of fundraising, how our Form 990's convey our story to donors and regulators, requirements for fundraising solicitations and more. We will provide a clear summary of the major areas that can create risks and lessen donor confidence and along with how to do them "right."

You will learn to:

- Recognize the Form 990 components that provide marketing and public relations opportunities
- Identify key Form 990 areas that create "red flags" for the IRS, funders and potential donors
- Identify best practices for accounting for fundraising dollars (*grant writing is not covered in this workshop*)
- Examine fundraising materials for compliance with regulations and donor needs
- Analyze your current Form 990 and Fundraising solicitations for compliance

Program Dates and Convenient Locations (choose the one closest to you!):

<p>Thursday, March 1, 2012 (10am –3pm) Erie Maritime Museum, Erie County (Snow Date: March 29) 150 East Front Street, Erie, PA 16507</p>	<p>Saturday, March 3, 2012 (10am –3pm) Pennsbury Manor, Buck's County (Snow Date: March 17) 400 Pennsbury Memorial Road, Morrisville, PA 19067</p>
<p>Saturday, March 10, 2012 (10am –3pm) Old Economy Village, Beaver County (Snow Date: March 24) 270 16th Street, Ambridge, PA 15003</p>	<p>Thursday, March 15, 2012 (10am –3pm) Eckley Miners' Village, Luzerne County (Snow Date: March 22) 2 Eckley Main Street, Weatherly, PA 18255</p>

Presented
by:



Tish Mogan, Standards for Excellence Officer, PANO. Tish directs PANO's Standards for Excellence: the ethics & accountability program for the nonprofit sector. Her background includes work in education and nonprofit administration. Education: MA in Theology, St. Bonaventure University; MBA (concentration in Nonprofit Management), Eastern University.

Special rates thanks to our partner, PHMC:

- ⇒ \$15 PANO Members/\$10 each additional person from same organization
 - ⇒ \$30 Non-Members/\$20 each additional person from same organization
- 4.5 CFRE Credits Available

How to Register:

- ⇒ Register Online: Go to www.pano.org and select Events Calendar (look for Individual programs)
 - ⇒ Or—Complete page 2 of the flyer (mail/fax/email)
- Questions? Call 717-236-8584

What our participants had to say about the program:

"Much more than I expected! I thoroughly enjoyed the quality of the program!"
 "Tish is such a wealth of knowledge!"
 "This is a dynamic presenter and keeps us engaged every step of the way. The materials were also excellent."



REGISTER ONLINE TODAY!

Pay with VISA, MasterCard,
Discover, or American Express
Go to www.pano.org and select **Event Calendar**

-OR-

Register by completing the form below!

(Please print clearly and submit a separate form for each individual attending.)

Yes! Please register me for: Ethical and Accountable Fundraising Practices for Heritage Organizations

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Total Investment Enclosed:	\$

Organization: _____

Name/Title: _____

Address: _____

City/State/Zip: _____

Phone/Email*: _____

***Email Required to receive confirmation of your registration.**

[FOR PANO USE ONLY: 55230.5]

____ Check payable to PANO enclosed ____ Check will be sent separately (fax registration)

Please fax or mail this form with payment in full to:

Pennsylvania Association of Nonprofit Organizations
777 East Park Drive, Suite 300
Harrisburg, PA 17111
Fax: (717) 236-8767 Phone: 717-236-8584

*Cancellations must be received at least five days prior to the session you are attending. After that date, no refunds will be given. Substitutions are permissible.

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