

# 2019 DIOCESAN DEVELOPMENT WEBINAR SERIES

## FREE

for ICSC members

— OR —

\$ 59 per webinar or

\$ 599 for the entire series

for non-members

## Our Sunday Visitor

and



*Learn from experts in the field and join arch/dioceses from across the nation for presentations on topics to enhance your development efforts!*

### JANUARY 14

Advancing the Mission of the Church During Times of Uncertainty

### FEBRUARY 11

Avoid the Doldrums: Keep Your Staff Engaged and Inspired Year After Year

### MARCH 11

Best Practices in Managing a Small Development Office

### APRIL 8

How to Analyze and Report Data From Your Annual Appeal - Part A

### MAY 13

How to Report Parish Results From Your Annual Appeal - Part B

### JUNE 10

Don't Let Planned Gifts Pass You By

### JULY 8

The Art of Asking for a Major Gift

### AUGUST 12

How to Start and Sustain a Major Gift Society

### SEPTEMBER 9

In-Pew Appeal Solicitations: When Are They Most Effective?

### OCTOBER 21

Always Be Thankful: Being Good Stewards of Our Donors

### NOVEMBER 18

Conducting a Diocesan Appeal During a Transition of Episcopal Leadership

### DECEMBER 9

The Importance of Stewardship Formation for Diocesan Development Staff

All webinars are held at 2 p.m. Eastern Time. Learn more at [OSV.com/Appeals](https://www.osv.com/appeals)

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