



## 2020 ICSC-OSV Diocesan Development Webinar Series

### AUGUST - DECEMBER 2020

---

- |                  |   |
|------------------|---|
| <b>AUGUST</b>    | Making Planned Giving Work for Your Small Development Office<br>Mark Henry<br>Diocese of Tyler<br><a href="https://attendee.gotowebinar.com/recording/4876499404783857933">https://attendee.gotowebinar.com/recording/4876499404783857933</a>   |
| <b>AUGUST</b>    | More Than Ever, the Catholic Church Needs to Ask for Money<br>Joanie Lewis, Katie Herzing<br>OSV<br><a href="https://attendee.gotowebinar.com/recording/5341976553200854285">https://attendee.gotowebinar.com/recording/5341976553200854285</a>   |
| <b>SEPTEMBER</b> | Bringing Lapsed Donors Back to Your Annual Appeal<br>Jim Kelley<br>Diocese of Charlotte<br><a href="https://attendee.gotowebinar.com/recording/7060854076483838977">https://attendee.gotowebinar.com/recording/7060854076483838977</a>  |
| <b>OCTOBER</b>   | Tapping Into the Hispanic Community's Wonderful Spirit of Generosity<br>Joseph Citro<br><a href="https://attendee.gotowebinar.com/recording/7087171987580429320">https://attendee.gotowebinar.com/recording/7087171987580429320</a>   |
| <b>NOVEMBER</b>  | The Importance of Cultivation in the Major Gift Life Cycle<br>Kimberlee Riley, Catholic Foundation of Central Florida<br>Jim Kelley, Diocese of Charlotte<br><a href="https://attendee.gotowebinar.com/recording/7577461815057200908">https://attendee.gotowebinar.com/recording/7577461815057200908</a>  |
| <b>DECEMBER</b>  | How to Introduce Your Larger Annual Appeal Givers to Planned Giving Opportunities<br>Mark Henry, East TexasCatholic Foundation<br>Maggie Keenan, Catholic Community Foundation, Diocese of Richmond<br>Jim Kelley, Diocese of Charlotte<br>Michael Murphy, ICSC<br>Gina Rhodes, Diocese of Charlotte<br><a href="https://attendee.gotowebinar.com/recording/4337884945007956493">https://attendee.gotowebinar.com/recording/4337884945007956493</a> |