



NONPROFIT
UNIVERSITY



WINTER 2011/12

**Your Guide to Nonprofit Education
from December 2011 thru March 2012.
Certificates, Courses & Conferences
for Georgia's Nonprofit Professionals.**



*learning solutions
for stronger nonprofits*



About us



WINTER 11/12

Welcome to our new course catalog, connecting you with all of the learning opportunities at Nonprofit University this Winter! Over the next four months, we offer an inspiring mix of certificate programs, training workshops and special events. Explore the possibilities to grow your skills and your organization's mission impact.

GAIN SKILLS TO TACKLE REAL WORLD CHALLENGES.

Developed by the [Georgia Center for Nonprofits](#) to meet the demand for competency-based nonprofit education, our programs deliver practical, results-based training that you can immediately apply to increase your impact and build your organization's success.

LEARN FROM LEADERS, EXPERTS AND PEERS.

At Nonprofit University, learning is interactive and collaborative, and peer networking and knowledge sharing are integral to the experience. Our curriculum is developed and taught by top nonprofit and business leaders, content experts and educators who share real-world experience and subject expertise.

FIND LEARNING SOLUTIONS TO MEET YOUR NEEDS.

Nonprofit University offers extensive options – from individual courses across 11 core areas of study, to certificate series building key competencies, to targeted conferences held in locations across Georgia. With courses offered at five skill levels, NU delivers specialized training for nonprofit professionals at all levels of experience. Look to our comprehensive, targeted program portfolio to meet your individual professional development needs.

GET HIGH-CALIBER TRAINING AT AN AFFORDABLE PRICE.

Thanks to the support of major universities, foundations and our corporate partners, we are able to offer a remarkable value in nonprofit education. Our [Access365](#) subscription program offers Georgia Center for Nonprofits' members exclusive access to an affordable "annual pass" to training. [LEARN MORE](#)



“GCN’s Nonprofit University is outstanding! I have signed up for a series of certificates and the classes have been extremely impactful. Your team has done an outstanding job designing an extremely relevant curriculum.”

QAADIRAH ABDUR-RAHIM
FUTURE FOUNDATION

Program Portfolio



WINTER 11/12

CORE CURRICULUM

Nonprofit University's challenging core curriculum is designed to provide the breadth and depth of training needed to build sector-specific competencies. Courses are organized across the following categories and levels of expertise:

SKILL LEVELS

100	Introductory
200	Basic
300	Intermediate
400	Advanced
500	Executive

AREAS OF STUDY

ADV	Advocacy	HR	Human Resources
BPL	Business & Strategic Planning	PRG	Operations & Program Management
EXC	Executive	MGT	Management & Leadership
FIN	Finance & Accounting	MKT	Marketing & Communications
FND	Fundraising & Development	VOL	Volunteer Management
GOV	Governance		

CERTIFICATE SERIES

Designed to provide competency-based training for nonprofit professionals seeking to build a targeted skill set and advance their careers, Certificates feature a series of core-curriculum courses, integrating academic excellence with the practical wisdom of expert instructors and realistic work experience of the participants. The Certificate is earned upon completion of the program.

CERTIFICATES STARTING THIS QUARTER:

- Certificate of Supervision & Management begins January 18th.
- Certificate of Nonprofit Fundraising Essentials begins January 26th.
- Certificate of Nonprofit Organization Management begins February 15th.
- Certificate of Nonprofit Marketing Essentials begins February 28th.
- Certificate of Nonprofit Finance & Accounting Essentials begins March 1st.

NEW! EXECUTIVE PROGRAMS

LEADERSHIP DIRECT Ready. Set. Lead.

A new series delivering serious preparation for serious leadership roles.
Series begins March 15th.

NONPROFIT BOARD LEADERSHIP CLINIC

Tackle governance challenges to maximize mission impact.
March 28th



“I am a strong believer that an organization can only grow as much as they are willing to learn. Access365 has provided us with an awesome opportunity to learn and grow in a cost effective and convenient way.”

SCOTT SPEED
THE NEIGHBORHOOD ENRICHMENT PROJECT

Calendar



WINTER 11/12

DECEMBER

8-9
13
13
14
14
15
16

New! **FOCUS ON FUNDRAISING**

MGT 430 | Developing Leaders
FND 250 | Managing Fundraising to Ensure Accountability
FIN 310 | Audits and the Audit Committee
Stewards of Children | Child Sexual Abuse Prevention Training (Albany)
GOV 250 | Starting and Sustaining a Board Development Plan
FND 330 | Managing Donor Relationships Throughout Your Organization

JANUARY

13
17
18
18
19
24
26
26

VOL 410 | Volunteer Policies, Processes and Structure
MGT 450 | Strategic Alliances, Joint Ventures and Partnerships
CERTIFICATE OF SUPERVISION & MANAGEMENT
MGT 110 | Understanding the Role of a Supervisor
FND 340 | Maximizing Your Own Potential as a Development Leader
FIN 320 | Creating Great Budgets
CERTIFICATE OF NONPROFIT FUNDRAISING ESSENTIALS
FND 210 | Overview of Fundraising

FEBRUARY

2
8
8
15
17
22
24

Special Event: Federal & State Grant Writing Clinic
CERTIFICATE OF NONPROFIT MARKETING ESSENTIALS
MKT 210 | Marketing Fundamentals for Nonprofits
CERTIFICATE OF NONPROFIT ORGANIZATION MANAGEMENT
VOL 430 | Volunteer Development and Training
MGT 120 | Workflow: Assigning Tasks and Accountability
FND 220 | Corporate, Foundation, and Government Grants

MARCH

1
1
7
8
15
16
21
28
30

CERTIFICATE OF NONPROFIT FINANCE & ACCOUNTING ESSENTIALS
FIN 210 | Nonprofit Financial Reports
MKT 220 | Using Market Research to Maximize Results
FND 260 | Writing Winning Grants
New! LEADERSHIP DIRECT: Ready. Set. Lead.
VOL 440 | Volunteer Recruitment and Retention
MGT 130 | Understanding People, Building Teams
NONPROFIT BOARD LEADERSHIP CLINIC
FND 230 | Individual, Board and Volunteer Giving

MAY 21-22

Save the date! **THE 21ST ANNUAL NONPROFIT SUMMIT**



NEW IN 2012!

LEADERSHIP DIRECT: Ready. Set. Lead.

Series begins March 15th

Serious Preparation for Serious Leadership Roles

As a leader of teams and managers—a second in command—you must operate up (to the executive director and board) and down (to staff and program teams) the organizational hierarchy, as well as across functions and departments. To achieve results, you must connect the strategy to the everyday work for execution and impact. This new program focuses on building skills to tackle this demanding role through a blend of individual and group learning experiences.

PROGRAM HIGHLIGHTS

The program begins with an **individual in-depth evaluation and assessment**, followed by four half-day sessions focused on the core areas for effective senior leadership.

An **optional add-on** for participants is a 90-minute executive coaching session to build your Personal Development Plan.

PROGRAM CURRICULUM

- **Personal Effectiveness: Identifying Your Personal Leadership Style and Capabilities** – March 15
- **Driving Results Through Successful Teams and Collaborations** – April 12
- **Leading and Managing Change** – May 15
- **Translating Strategy Into Execution** – June 13

Series begins March 15th

LEARN MORE & REGISTER NOW

NONPROFIT BOARD LEADERSHIP CLINIC

March 28th

An intensive learning experience designed to provide nonprofit executives and board members with expanded knowledge, skills and resources to tackle real-world governance challenges. Centered on the key strategic and functional areas of successful governance models, the Clinic will deliver a robust set of practical tools through three sessions, a governance roundtable, original research and toolkits, along with a series of five webinars.

PROGRAM CURRICULUM

SESSION 1:

- **Contemporary Issues in Nonprofit Governance**
- **Financial Questions Every Nonprofit Board Member Should be Able to Answer**

SESSION 2: **Governance Roundtables**

SESSION 3:

- **High-Performing Boards: A Snapshot of Success**
- **Clarifying the Board's Roles and Responsibilities**

SESSION 4:

- **Engaging Your Board For Fundraising Success Now and Into the Future**
- **Recruitment Practices for High Functioning Boards**

WEBINARS:

Evaluating the Board for Impact
Financial Statements & Cash Flow Basics for Board Members
The Critical Role of Succession Planning
Crisis Management and Minimizing Risks for Nonprofit Boards
The Board's Role in Evaluating the CEO

March 28th

LEARN MORE & REGISTER NOW



“Connect the dots of strategy, leadership and self-mastery to drive your organization to greater effectiveness. As senior executives, we must invest in building our leadership skills.”

KAREN BEAVOR
GEORGIA CENTER FOR NONPROFITS



OUR MOST POPULAR SERIES RETURN!

CERTIFICATE OF SUPERVISION & MANAGEMENT

Series begins January 18th

Build a firm foundation of understanding and expertise to develop your supervisory skills through five full days of training and one half-day session. This program is designed to provide those working in – or preparing for – a supervisory role with the knowledge and skills needed to be effective managers and leaders.

WHAT YOU WILL LEARN:

- A framework for management processes.
- How to build effective, diverse teams.
- Project planning and ensuring accountability for results.
- HR compliance essentials and processes for hiring, promoting, retention and evaluation.
- Management dynamics and communication with direct reports, as well as peers and your own supervisors.
- Defining your leadership style and setting career goals.

PROGRAM CURRICULUM

- MGT 110 | *Understanding the Role of a Supervisor* – Jan 18
- MGT 120 | *Workflow: Assigning Tasks and Accountability* – Feb 22
- MGT 130 | *Understanding People, Building Teams* – March 21
- MGT 140 | *Hiring & Evaluating Performance* – April 18
- MGT 150 | *Employee Performance Challenges* – May 16
- MGT 160 | *Building Alignment/Moving Forward* – June 20

Series begins January 18th

LEARN MORE & REGISTER NOW

Early registration recommended, due to limited capacity.

CERTIFICATE OF NONPROFIT ORGANIZATION MANAGEMENT

Series begins February 15th

A 360 degree orientation designed to provide a strong overall foundation in all aspects of “NPO” management, preparing participants to meet the evolving needs of the sector and better meet day-to-day challenges within your organization. Five full days of training and one half-day session focus on management principles and best practices across core disciplines.

WHAT YOU WILL LEARN:

- Overview of nonprofit sector, key challenges, revenue sources, operations, programs and advocacy.
- Components of successful branding and promotion of nonprofit services, programs and donors.
- Creating a development plan, infrastructure, prospect research program, and evaluation process.
- Overview of nonprofit HR and volunteer management.
- Establishing a governance structure and building high-performing boards.
- Understanding key financial reports, controls and risks, audits and metrics tracking.

PROGRAM CURRICULUM

- PRG 210 | *The Nonprofit Sector* – Feb 15
- PRG 220 | *Marketing NPOs - Getting Attention & Enhancing Your Reputation* – March 14
- PRG 230 | *Fundraising & Grant Management* – April 11
- PRG 240 | *Accounting for Your Mission* – May 23
- PRG 250 | *People Management & Boards* – June 27
- PRG 260 | *Moving Forward to Ensure a Legacy* – July 26

Series begins February 15th

LEARN MORE & REGISTER NOW

Early registration recommended, due to limited capacity.

“The NPO Management Certificate has provided the solid foundation I need for leadership advancement at my organization.”

CHANDRA FARLEY
SOUTHFACE



Certificates



WINTER 11/12

CERTIFICATE OF NONPROFIT MARKETING ESSENTIALS

Series begins February 8th

Learn to promote and communicate your organization's message and further its ideals and goals with this step by step primer to the fundamentals of successful nonprofit marketing strategy and execution. By developing a marketing orientation, you will help your organization compete more effectively for customers, donors, members and volunteers. Gain the essential training, tools and techniques to develop a strategic marketing plan to enhance your organization's bottom line and mission impact.

WHAT YOU WILL LEARN:

- Acquire essential marketing skills, tools and techniques to identify, evaluate and solve marketing problems.
- Understand the components that make up compelling marketing plans that succeed in delivering increased participants, donors, volunteers and members within a competitive environment.
- Discover creative ways to apply marketing principles and practices to meet your nonprofit's needs.
- Understand the "why's" behind basic marketing practices.
- Learn to think like a marketing professional.

PROGRAM CURRICULUM

MKT 210 | [Nonprofit Marketing Fundamentals](#) – Feb 8
MKT 220 | [Using Market Research to Maximize Results](#)
– March 7
MKT 420 | [Building Targeted Nonprofit Products and Services](#) – April 4
MKT 430 | [Planning for Promotion Success](#) – May 9

Series begins February 8th

[LEARN MORE & REGISTER NOW](#)

CERTIFICATE OF NONPROFIT FINANCE & ACCOUNTING ESSENTIALS

Series begins March 1st

Skilled financial professionals in the nonprofit sector are a necessity in today's challenging environment. This series delivers essential training for finance and accounting managers through accessible training that's focused on building practical, immediately applicable skills to support your organization's mission through a clarified understanding of the nonprofit accounting process.

WHAT YOU WILL LEARN:

- Understand the impact of your operational decisions through the primary financial reports: balance sheet, income statement, and statement of cash flow.
- Develop a clear framework for developing effective, measurable statistics for internal reports.
- Build a sound across-the-board financial infrastructure through accountability and transparency.
- How to understand – and not fear – the financial audit process.
- Learn how to use your budget to tell your nonprofit's story and support your mission.

PROGRAM CURRICULUM

FIN 210 | [Nonprofit Financial Reports](#) – March 1
FIN 220 | [Internal and Statistical Reports](#) – April 5
FIN 230 | [Internal Controls and Accountability](#) – May 3
FIN 310 | [The Audit and the Audit Committee](#) – June 7
FIN 320 | [Creating Great Budgets](#) – July 12

Series begins March 1st

[LEARN MORE & REGISTER NOW](#)

“Nice balance of presentation and discussion. Thought provoking. A great experience as well as a chance to learn.”

KEVIN DOYLE
LIVABLE COMMUNITIES COALITION





CERTIFICATE OF NONPROFIT FUNDRAISING ESSENTIALS

Series begins January 26th

Prepare for growth in the development role through this five-part series designed to provide a comprehensive orientation to the crucial area of nonprofit fundraising, as you develop the core competencies needed to succeed in raising funds to ensure sustainability and enhance mission impact.

WHAT YOU WILL LEARN:

- Establish a framework for identifying who is most likely to give to your mission and how to align your development efforts with mission and strategic plans.
- Activate your volunteers and board members in both giving and soliciting donations.
- Identify which grant opportunities and corporate giving models are the best fit for your organization.
- Engage donors effectively through social media tools.
- Ensure effective stewardship for grants and donations through organization, monitoring and reporting.

PROGRAM CURRICULUM

- FND 210 | [Overview of Fundraising](#) – Jan 26
- FND 220 | [Corporate, Foundation and Government Grants](#) – Feb 24
- FND 230 | [Individual, Board & Volunteer Giving](#) – March 30
- FND 240 | [Using Social Media for Funder Dialog and Relationship Building](#) – April 27
- FND 250 | [Managing Fundraising to Ensure Accountability](#) – May 24

Series begins January 26th

[LEARN MORE & REGISTER NOW](#)

NEW GRANT WRITING WORKSHOPS

FEDERAL & STATE GRANT WRITING CLINIC

Join this full-day clinic for a step by step guide to navigating what can otherwise be a daunting federal and state application process. With the right preparation, information and resources, you will learn how to strategically position your organization as a strong, viable candidate for these valuable funding opportunities.

February 2 | [REGISTER NOW](#)

WRITING WINNING GRANTS

This full-day workshop covers the essentials of how to turn organizational needs into fundable ideas and present them in competitive proposals to foundations and corporations. The session content will take you from fundamental to advanced grant writing techniques and strategies to help you develop winning proposals.

March 8 | [REGISTER NOW](#)



“This grant writing class opened our eyes to opportunities and strategies.”

FAITH WINTERS
JUST HEART FOUNDATION

Course Offerings



WINTER 11/12

MANAGEMENT & LEADERSHIP

MGT 110 | **UNDERSTANDING THE ROLE OF A SUPERVISOR**

This full-day session focuses on building the essential skill sets for your success as a supervisor. Beyond your responsibilities, you need to plan, organize, lead, and control others. In addition, you need to be skilled at prioritizing your time and managing meetings. Lastly, you must understand basic HR laws, compliance requirements and record keeping.

January 18 | REGISTER NOW

MGT 120 | **WORKFLOW: ASSIGNING TASKS & ACCOUNTABILITY**

This full-day session focuses on two core competencies essential for effective supervisors: project planning and ensuring accountability for results. Topics covered include project planning basics, assigning work tasks and workloads communicating expectations, and addressing management challenges.

February 22 | REGISTER NOW

MGT 130 | **UNDERSTANDING PEOPLE, BUILDING TEAMS**

This full-day session will cover strategies to balance the motivations of different team members, optimize cultural differences, and go beyond the idea of diversity to create an inclusive work culture.

March 21 | REGISTER NOW

MGT 430 | **DEVELOPING LEADERS**

Don't wait for your leaders to find you – create them through a dedicated program of leadership training and development. Learn how to make this an ongoing commitment for your organization with a process that's planned out and constantly reviewed for optimal results.

December 13 | REGISTER NOW

MGT 450 | **STRATEGIC ALLIANCES**

Working together with other nonprofit organizations is becoming a common practice. This course will take a look at the impact of this from both a financial and a managerial perspective, focusing on understanding the potential rewards and risks that you should be aware of.

January 17 | REGISTER NOW

CERTIFICATE OF SUPERVISION & MANAGEMENT

Begins January 18 | LEARN MORE

CERTIFICATE OF NONPROFIT ORGANIZATION MANAGEMENT

Begins February 15 | LEARN MORE

LEADERSHIP DIRECT: Ready. Set. Lead.

Begins March 15 | LEARN MORE

GOVERNANCE

GOV 250 | **STARTING & SUSTAINING A BOARD DEVELOPMENT PLAN**

A hallmark of good nonprofit governance includes paying attention to the “care and feeding” of your board. Even high-performing boards should have their work evaluated and “refreshed.” This session provides a framework for addressing this important aspect of working with a nonprofit board.

December 15 | REGISTER NOW

NONPROFIT BOARD LEADERSHIP CLINIC

An intensive learning experience designed to provide nonprofit executives and board members with expanded knowledge, skills and resources to tackle real-world governance challenges. Centered on the key strategic and functional areas of successful governance models, the Clinic will deliver a robust set of practical tools through three sessions, a governance roundtable, original research and toolkits, along with a series of five webinars.

March 28 | LEARN MORE



“The Certificate of Supervision and Management program provided me with valuable tools and real-world skills to improve my effectiveness as a manager.”

L. NYROBI N. MOSS
SEXUAL HEALTH EDUCATOR & STAFF TRAINER

Course Offerings



WINTER 11/12

MARKETING & COMMUNICATIONS

CERTIFICATE OF NONPROFIT MARKETING ESSENTIALS

Begins February 8 | [LEARN MORE](#)

MKT 210 | **MARKETING FUNDAMENTALS FOR NONPROFITS**

Develop a sound foundation for your organization's marketing program with this comprehensive overview of the key components of a well-crafted plan. Learn the concepts behind successful marketing, the linkage between marketing and the success of your mission, and review of emerging marketing trends.

February 8 | [REGISTER NOW](#)

MKT 220 | **USING MARKET RESEARCH TO MAXIMIZE RESULTS**

Understanding how to connect with and engage your target audiences forms the basis of both the strategic planning processes and for building successful marketing programs. This session will provide a foundational understanding of the process for conducting successful market research, showing you how to effectively utilize market "intelligence" to help your nonprofit differentiate, compete and maximize results.

March 7 | [REGISTER NOW](#)

FINANCE & ACCOUNTING

CERTIFICATE OF NONPROFIT FINANCE & ACCOUNTING ESSENTIALS

Begins March 1 | [LEARN MORE](#)

FIN 210 | **NONPROFIT FINANCIAL REPORTS**

This class provides an overview of key nonprofit accounting principles and terminology and the four main financial statements produced.

March 1 | [REGISTER NOW](#)

FIN 310 | **AUDITS AND THE AUDIT COMMITTEE**

This course will help you to learn how and when audits can help you improve your operations and better serve your mission, covering types of audits, how to choose an auditor, and the audit process.

December 14 | [REGISTER NOW](#)

FIN 320 | **CREATING GREAT BUDGETS**

Learn how to use your budget as a tool to maximize revenues, minimize expenses, and forecast your financial future. A good budget will help you face the unknown with a better sense of confidence and control.

January 24 | [REGISTER NOW](#)

VOLUNTEER MANAGEMENT

VOL 410 | **VOLUNTEER POLICIES, PROCESSES AND STRUCTURE**

Learn how to design and implement policies, processes, and structures to effectively manage your volunteer corps. This course will outline the importance of aligning volunteer involvement with your nonprofit's mission and provide a framework for applying the principles of operational planning in the design of volunteer activities and projects. Learn when policies and processes need to be reviewed and changed.

January 13 | [REGISTER NOW](#)

VOL 430 | **VOLUNTEER DEVELOPMENT AND TRAINING**

Learn to identify ways to successfully engage, develop, and support volunteers to help them reach their potential, creating a corps of volunteer leaders. Design positions that are mission driven and appeal to prospects; recruit by matching interests and skills with needs; and develop a comprehensive system of training and support – from orientation to results-oriented training, team building, evaluation and recognition.

February 17 | [REGISTER NOW](#)

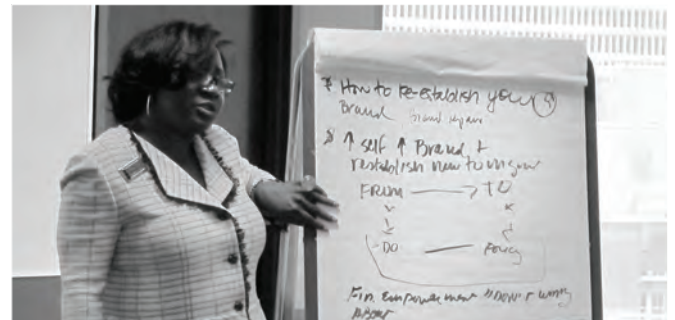
VOL 440 | **VOLUNTEER RECRUITMENT AND RETENTION**

After investing the time and effort into recruiting and selecting volunteers, what are some of the best practices to ensure that you can sustain and their commitment? This class will focus on solutions: cost-effective recognition and evaluation practices, tactics to retain a strong corps, and partnering strategies to maximize the impact of your volunteers.

March 16 | [REGISTER NOW](#)

“Tough material presented in an easy to follow format.”

BETH FENGER
BOYS & GIRLS CLUBS OF AMERICA



Course Offerings



WINTER 11/12

FUNDRAISING & DEVELOPMENT

CERTIFICATE OF NONPROFIT FUNDRAISING ESSENTIALS

Begins Jan 26 | [LEARN MORE](#)

FND 210 | OVERVIEW OF FUNDRAISING

The key to maximizing your fundraising efforts is targeting donors who are most likely to contribute to your cause. Orient yourself to the different forms of fundraising and how to align your development strategy with your mission.

January 26 | [REGISTER NOW](#)

FND 220 | CORPORATE, FOUNDATION, AND GOVERNMENT GRANTS

How do you determine which grant opportunities are a good fit for your nonprofit? This class will help you navigate the various types of grants and corporate giving models, develop prospect worksheets, set up a process for organizing your information, data, and presentations, and understand the elements of a successful proposal.

February 24 | [REGISTER NOW](#)

FND 230 | INDIVIDUAL, BOARD AND VOLUNTEER GIVING

The majority of giving comes from individuals. Maximize your organization's individual giving program through a clear understanding of donor motivations, how to successfully cultivate and manage those

relationships, and how to activate your volunteers and board members in both giving and soliciting donations.

March 30 | [REGISTER NOW](#)

FND 250 | MANAGING FUNDRAISING TO ENSURE ACCOUNTABILITY

Once you have received your grant or donation, you are responsible for ensuring that your organization is a good steward of the funds. This class will help prepare you to effectively track, document and report to fulfill your donor/grant requirements, providing them with a comfort level that helps ensure their future support.

December 13 | [REGISTER NOW](#)

FND 260 | WRITING WINNING GRANTS

This full-day clinic covers the essentials of how to turn organizational needs into fundable ideas and present them in competitive proposals to foundations and corporations. The session content will take you from fundamental to advanced grant writing techniques and strategies to help you develop winning proposals.

March 8 | [REGISTER NOW](#)

FND 330 | MANAGING DONOR RELATIONSHIPS THROUGHOUT YOUR ORGANIZATION

Existing donors are typically your most valuable donors, the ones that you depend on for sustainability. This class focuses

on implementing a "holistic" approach to building donor relationships by tapping into opportunities throughout your organization to enhance the depth of your relationship and ensure that they feel special at every point of contact. *Participation is approved for CFRE International credit.*

December 16 | [REGISTER NOW](#)

FND 340 | MAXIMIZING YOUR OWN POTENTIAL AS A DEVELOPMENT LEADER

Learn how to build your personal brand and be recognized as a resource for funding knowledge and ideas. Becoming an effective leader will not only empower yourself and others, but also help your organization make a greater impact. *Participation is approved for CFRE International credit.*

January 19 | [REGISTER NOW](#)

SPECIAL EVENT! FEDERAL & STATE GRANT WRITING CLINIC

Join this full-day clinic for a step by step guide to navigating what can otherwise be a daunting federal and state application process. With the right preparation, information and resources, you will learn how to strategically position your organization as a strong, viable candidate for these valuable funding opportunities.

February 2 | [REGISTER NOW](#)



"This was awesome! The information was practical and a perfect alignment to what I needed to know."

NIAMBI BROWN
JUNIOR ACHIEVEMENT OF GEORGIA

Access365



WINTER 11/12

Available exclusively to GCN member organizations, Access365 is Nonprofit University’s subscription program providing affordable yearlong access to the breadth and depth of training opportunities we offer.

Take advantage of this opportunity to continually build the competencies of your organization’s key staff, board members and volunteers through participation in NU’s core courses and certificate series programs, while also benefiting from extended discounts on conferences. Your bottom line benefit is an organization-wide strengthening of knowledge and skills, leading to increased sustainability and greater mission impact.

BENEFITS OF Access365

- Unlimited access for any 2, 3 or 4 members of your organization’s staff, board or volunteers to attend Core Curriculum courses and Certificate programs over a 12 month period.
- 25% discount off Conferences, special training events and workshops, and the Nonprofit Summit, for up to 4 participants per program.
- 50% discount off the member rate for any additional staff, board or volunteer to attend core curriculum courses and certificate programs.
- Assessment of your organization’s professional development needs to help map out an annual training plan.
- Early notification of new offerings, special events and opportunities.

Annual fees are based on the number of applicable staff employed by your organization. A limited number of subscriptions are available each year for GCN member organizations. We are also happy to customize Access365 based on your organization’s needs.

	ACCESS 365		ANNUAL FEE (based on # of applicable staff)		
	1 - 5	6 - 20	21 - 45	46 - 80	81 - 100
2 seats	\$720	\$900	\$1080	\$1260	\$1440
3 seats	\$960	\$1200	\$1440	\$1680	\$1920
4 seats	\$1200	\$1500	\$1800	\$2100	\$2400

Prices are subject to change at any time.

Email nu@gcn.org or call 678-916-3081 for more information and to enroll your organization today!

“Like all nonprofits, we are very conscientious about our expenses. Having Access 365 has given us an important tool for staff enrichment while keeping the cost per class manageable.”

LAURI SZABELA
NORTH FULTON COMMUNITY CHARITIES

Information & Resources



WINTER 11/12

COURSE REGISTRATION

To register for Nonprofit University programs, please follow the [REGISTER NOW](#) links throughout this catalog or visit our [online listing of current courses](#). We welcome your inquiries at nu@gcn.org or call us at 678-916-3081. To learn more about our registration process and policies, please review our online [Information & FAQs](#).



THE BENEFITS OF MEMBERSHIP: GCN AND YOU. BUILDING NONPROFIT SUCCESS, TOGETHER.

The work that your organization does has powerful and wide-ranging impact, not only on your constituents but on the economy and overall quality of life in our state. Our mission is your success. For over 20 years, the Georgia Center for Nonprofits has served as a cornerstone of support for our state's nonprofit and philanthropic community by delivering a wide range of services and support – from training, policy work, and advocacy, to job services, consulting, and networking. Today, GCN offers more ways than ever to help our 1,100 member organizations meet their missions and maximize their impact.

Join GCN today and gain access to the critical tools, resources, services and expertise you need to help build your nonprofit's success.

EXTEND YOUR CAPACITY

As a member, GCN becomes an extension of your organization's team. Call us first with questions or concerns and we will help you get the answers you need from our staff, consultants, specialists, or our extensive network across the community.

STAY CURRENT AND INFORMED

We keep members up-to-date on sector news, issues and ideas through our monthly newsletters and timely email updates. Benefit from exclusive access to original GCN research reports and a growing online knowledgebase of in-depth resources.

BUILD YOUR SKILLS

Attend exclusive [Member Expert Series](#) training events. Receive preferred pricing on Nonprofit University programs and conferences, and the opportunity to participate in our member-exclusive [Access365](#) annual learning pass.

TRANSFER COSTS INTO SAVINGS

Our members realize significant cost-savings – up to 55% – on many goods and services through [Nonprofit Marketplace](#), our buying consortium which offers deeply discounted pricing on insurance, supplies, travel, printing, payroll, and more.

GAIN AN ADVOCATE

GCN is a powerful voice speaking up for your interests in the local, state, and federal legislative process. You can count on us keep you informed and to lobby in support of policies that strengthen nonprofits, such as GCN's ongoing leadership in working to maintain vital nonprofit tax exemptions.

EXPAND YOUR NETWORK

Attend our ongoing [Member Networking Series](#) events. Become part of a vibrant network of thousands of nonprofit professionals from GCN member organizations statewide, enabling you to connect with peers and encouraging collaborations and knowledge sharing.

CONSULT WITH EXPERTS

GCN has a proven track record of helping nonprofits solve tough problems. Our seasoned consultants work on a project basis to address a range of critical challenges including strategic planning, board development, fund raising, risk management, marketing, organization design and structure, and more.

CONNECT WITH NONPROFIT TALENT

Members receive a 15% discount on job postings to [Opportunity Knocks](#), a leading national job site, HR resource, and career development destination focused on the sector.

Learn more about how GCN can help build your nonprofit's success at gcn.org