

**Fundraising Master Class**  
*For Fundraisers & Senior NGO Staff*

**Major Gift Fundraising**  
*A Complete Guide*

27<sup>th</sup> June 2009 – Willow Hall, India Habitat Center, New Delhi – 10am to 5pm

*Imagine the possibilities, a recent headline:*

***\$50 million endowment from Ratan Tata to Cornell University***

Source: <http://www.news.cornell.edu/stories/Oct08/tataGift.html>

**Are you ready to ask for major gifts but not sure where to start?**

**Join our one day master class with international expert John Godfrey for a comprehensive guide.**

*Major Gift Fundraising is a term that refers to a large monetary gift given by a donor to your organization. Major gifts are essential to many organizations's core funding.*

**Learn how to:**  
**Identify the Donor**  
**Make the Ask**  
**Receive the Gift!**

Led by:

**John Godfrey**

Managing Consultant  
Artful Fundraising Pty Ltd.

Supported by:

**Shanker Ram**

Knowledge Enabler  
Innergize

SAFRG in association with International Resources for Fairer Trade (IRFT) takes this Workshop to Mumbai on July 4<sup>th</sup>, 2009

**Fee: 3,000 /- Rs.**

***Inclusive of:* materials, lunch, refreshments, and resource book**

**For details and registration contact:**

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Organized by:

**South Asian  
Fund Raising  
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***Building Fundraising Capacity since 1989***