

Feedback from Board Fundraising Training Workshops

Feedback from a recent Fundraising Training for the Board of Directors of Real Options for City Kids (ROCK) in San Francisco:

The approach Tony took at this workshop helped me to feel less nervous about the idea of asking for donations. Tony made an excellent point that we are giving them an opportunity to give back and make an impact in the community. I really thought of it before as begging, so Tony's workshop helped me to change my internal mindset. I'm still nervous about the idea of asking for money, but feel better about it and no longer clueless as to how to approach it.

-- Kathy Shurtz, Alliente Corporation, Board member, ROCK

The fundraising workshop really helped to prepare our Board...The role-playing was very useful for setting the foundation for critiquing one another...It was easy to stay for 3.5-4 hours – they just flew by!

-- Peter Blum, Itron Corporation, Board member, ROCK

It was great to have Tony's fundraising framework to work from...Tony's past experience and anecdotal references were particularly valuable...I feel we have the skills set, but the fundraising training helped organize us and focus our skills into well-oiled fundraising machines.

-- Chris Ginieczki, Bank of America, Board member, ROCK

I had never received formal sales training before so it was very useful to learn an approach to selling. The most important lesson I learned was about listening first.

-- Curt Yagi, Executive Director, ROCK

I learned more innovative ways to fundraise, as well as a better understanding of the roles and responsibilities of a Board member to fundraise for the organization.

-- Dina Wong, Janus Corporation, Board member, ROCK