

# JOHN NICHOLAS BROWN CENTER WORKSHOP REGISTRATION FORM

## Managing Stewardship as an Institutional Priority

November 10, 2011, 10am – 3pm

Julia Emlen, *principal of Julia S. Emlen Associates*

Whether a nonprofit organization is small or complex, stewardship and donor relations activities are important for engaging, building and sustaining relationships with donors. How can we construct an organizational culture of stewardship in order to achieve effective and efficient donor relations? In this workshop, we will examine how to develop an institutional approach to stewardship that brings all resources to the challenge of bringing donors to their highest level of philanthropy. Bring your questions and concerns for a lively discussion and take away tools to apply to your stewardship and donor-relations efforts.

About the Facilitator: Julia S. Emlen is the principal of Julia S. Emlen Associates. She has more than a dozen years' experience in advancement and fundraising across the nonprofit spectrum. She has consulted on resource development with non-profit organizations in secondary and higher education, land conservation, health care and the arts. She oversaw the donor-relations program for Brown University during its successful Campaign for the Rising Generation. She was responsible for the university's development communications and donor-relations program following the campaign. She administered Brown University's advancement services units, and directed the university's parents leadership program, managing a portfolio of major-gift parent prospects. She holds degrees from Boston University and the University of Rhode Island. She is a frequent presenter at AFP and CASE conferences, and has chaired the CASE Annual Meeting for Donor Relations and Stewardship. She is the author of *Intentional Stewardship: Bringing Your Donors to Their Highest Level of Philanthropy* (CASE, 2006) and "Steering Through Stewardship," CASE Currents, December 2009. Julia holds the CASE Crystal Apple Award for Teaching Excellence and is a member of the Association of Philanthropic Counsel.

### PERSONAL INFORMATION

First name: \_\_\_\_\_ Last name: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

### REGISTRATION FEES\*

\$15.00 x \_\_\_\_\_ = \$ \_\_\_\_\_

*\*Registration includes the workshop from 10 a.m. - 3 p.m. and lunch. Free for Brown students.*

### PAYMENT

Check enclosed (payable to Brown University)

Credit Card type: (circle one): Visa, Amex, Mastercard, Discover

Credit card number: \_\_\_\_\_ Exp. date: \_\_\_\_\_

Cardholder's name: \_\_\_\_\_

Signature: \_\_\_\_\_

*By signing, I authorize this payment on my credit card.*

**FAX COMPLETED FORM TO 401 863-7777 OR MAIL TO 357 BENEFIT STREET, PROVIDENCE, RI 02903.  
PLEASE REGISTER BY WEDNESDAY OCTOBER 26, 2011.**