**2021 Development Discussion Group Topics and Schedule**

* **January** – Creating Monthly Giving Programs – generating more sustainable and dependable individual giving revenue year-to-year
* **February** – Endowments: How do You Start and Maintain One?
* **March** – Managing Donors: How Many Touches? How Often?
* **April** – Switching from “Crisis Fundraising” Back to Everyday Fundraising – how to continue capturing donors’ attention without the immediate and widely recognized urgency of the COVID-19 pandemic.
* **May** – Setting Up a Planned Giving Program – Legacy Giving and Bequests
* **June** – How and Where to Find New Donors
* **July**– Donor Management Solutions (subscriptions, softwares)
* **August** – Peer-to-peer campaigns
* **September** – Direct mailing/appeal letters - best practices, does everyone do it, is it worth it; End of Year Statements
* **October** – How to Involve the Board – Fundraising, Networking, and Strategic planning around future financial plans – investments
* **November**: no group
* **December:** no group

While the monthly topic remains the same for each meeting and participants will find any of the meetings helpful, we try to focus it for small budgets (<$500,000), medium budgets ($500,000- $1M) and large budget (>$1m) Centers for the Wednesday, Friday, and Tuesday groups, respectively.

**The dates, times, and links for the Development Discussion Groups are held as follows. Some exceptions will be scheduled via Outlook to avoid previously scheduled Solihten conflicts:**

**First Wednesday** Development Directors' Group (<$500K) – 3:00 PM ET

**First Friday** Development Directors' Group ($500K-$1M) – 11:00 AM ET

**Fourth Tuesday** Development Directors' Group ($1M+) – 2:00 PM ET

NOTE: no groups will be held in November or December.

**And here is the link that can be used for all three meetings each month:**

https://us02web.zoom.us/j/82148819687?pwd=UDRSRlJhS25uY0M4eHhFOVlyYTRxdz09

Meeting ID: 821 4881 9687

Passcode: 988366