



## Online eLearning Webinar Series

### **Comprehensive Funding Development: How To Sustain Your Programs During Tough Economic Times**

#### **Program Summary**

Writing a good sustainability plan alone it NOT going to keep you going. Nor will it get the funding you need in these tough economic times. Organizations must have the infrastructure and implementable forward thinking plans. You must also have solid, well developed project ideas before you seek funding from outside resources.

Take the opportunity to learn more about the process that allows billions of dollars to be awarded in grants to projects that have developed innovative solutions for problems that are of concern to the communities/populations served.

Successful sustainability and funding development plans have the same factors in common;

1. They address pressing problems in an innovative way.
2. They are carefully planned, organized, focused, and, most importantly, convincing and persuasive.

However, creating effective, compelling proposals can be difficult if you do not have a good understanding of the practical aspects of funding development.

#### **Program Goals and Learning Outcomes:**

This four hour two-session webinar will include the nuts and bolts of how to write a proposal, writing goals and objectives, the grant makers perspective, developing a budget, establishing need with hard data, developing solid evaluation mechanisms, creating in-depth sustainability plans, learn how to understand the importance of linkages, coalitions and partnerships when applying for funding and where to find diverse sources of funding.

Finally, an important focus of the webinar will be how to link grants with creating innovative projects linked to sustainable communities, environmental/green economy, and technology, with specialized components focused on Federal funding among others. Program participants will learn;

- Organizational Assessment and Readiness
- Effective Marketing Strategies
- Financial Management
- Sustainable Strategies
- Fund Development
- Fundraising

*"The webinar interactive system was easy to use. Joyfields staff were very attentive, professional, and well-organized. The presenter was clearly very knowledgeable and professional. A positive experience.."*

**\*\* Earn up to 4 CE Hours**

**Date:** Please view session dates and times online at —

[www.joyfields.org/training.html](http://www.joyfields.org/training.html)

Location: On Your PC

# Comprehensive Funding Development: How To Sustain & Fund Your Programs During Tough Economic Times

## Workshop Leader \*

**LéCia D. Watts, Director**, Procurement and Contract Services, **AMIkids, Inc.**

Ms. Watts has over 25 years providing her business and fund development talents to national and local (for-profit and non-profit) companies to further their strategic mission/vision (E.g., National Urban League and affiliates in 34 states; and Genesco Inc.).

As a resource and technical assistance provider, her background includes training and assistance in prospect research, program design and implementation, board development, financial oversight and compliance, relationship fundraising, mission-driven strategic planning, systematic public relations and marketing efforts for sustainability, and results-oriented evaluations/outcome-based performance.

Currently, LéCia is the Director, Procurement and Contract Services for AMIkids, Inc. (56 juvenile justice programs in Florida, Georgia, Illinois, Louisiana, Pennsylvania, South Carolina, Texas and Virginia) responsible for federal, state and local contracting opportunities.

*"Loved the webinar format! Great technology and ability to limit travel time, time away from family, etc. and still get great training."*

*"Personally I felt for the first time that this program was developed for the work that I do."*

*I was very impressed with the depth of knowledge the facilitators possessed about evidenced based best-practices in the industry. However, it wasn't an over-your -head kind of dissemination . . . very practical.*

*\* Joyfields reserves the right to change instructors if circumstances necessitate such change prior to the actual event.*

# Comprehensive Funding Development: How To Sustain & Fund Your Programs During Tough Economic Times

## KEY REASON WHY YOU AND YOUR COLLEAGUES SHOULD ATTEND;

- You will network with colleagues to share invaluable ideas and experiences from different parts
- You will meet the finest corrections leaders serious about the business and learn how they do what they do
- You will leave at the end of the program with action steps to take to begin address the challenges you face
- You will learn from an expert faculty what works and know what mistakes to avoid
- We don't stop at just the class room studies. You will learn in discussion groups and trouble shooting sessions how to address the re-entry opportunities ahead
- Learn key skills for great corrections systems leadership
- Learn first hand the best and latest resources for addressing corrections needs and how to apply them

## CERTIFICATE COURSE

Upon completion of the course, participants will earn CE Hours plus documentation of training hours as evidence of accomplishment and status as a practitioner who has acquired specific new skills. Your document is delivered upon completion of the course.

## WHO SHOULD ATTEND

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- Executives and program administrators and developers
- Community-based Development Organizations (CBDO)
- Grant Writers
- Grant Makers and Monitors
- State and County Agencies
- Health, Housing & Social Service Agencies
- Foundation Administrators and Corporate giving Organizations, among others.

*Your company provided an incredible opportunity for professional development and was laser focused around what other facilities are doing regarding reentry and reintegration based on statistical evidence based practices. I personally utilized this workshop from a vendor perspective to ensure the opportunities our company is pursuing in reentry and reform is in line with Best Practices and working towards Evidence Based Practices in the Correctional Industry. I was truly amazed by the detail and level of information your course provided. As a matter of fact, I would say that this was one of the best "hands on" educational programs I have ever attended, including many of the Masters level courses I attended in graduate school. I will be, and have already, STRONGLY recommended this course for our County, DOC, and international correctional customers and would even recommend this to other vendors of the corrections industry interested in providing reentry or rehabilitation services.*

*This was truly worthwhile and should be a mandatory course for Correctional Leaders everywhere.*

**Joyfields Institute for Professional Development**

**Online eLearning Webinar Series**

**REGISTRATION FEES**

Please check/circle where appropriate

**\*Members & Alumni – Take 10% OFF**

Single Participant:    \_\_\_ X \$195 (For a limited time only. Regularly \$295)            \$ \_\_\_\_\_

2 or More Participants    \_\_\_ X \$150/person (For a limited time only. Regularly \$195) \$ \_\_\_\_\_

Teams Per Location    \_\_\_ X \$395/location (For a limited time only. Regularly \$695) \$ \_\_\_\_\_

**OR**

**(PURCHASE OPTIONAL MEMBERSHIP AND SAVE!)**

**Membership includes 1 (one) Free webinar** to use now or later.

**Plus save 10%** on future Joyfields sponsored fee-based programs for your membership period!  
As always, every 4th attendee gets a free registration.

Individual Memberships:    \_\_\_\_\_ X    \$395 :            \$ \_\_\_\_\_

Corporate Membership Teams from same organization (select one):

Corporate 5 (price of 4)    \_\_\_\_\_ X    \$1595            \$ \_\_\_\_\_

Corporate 10 (price of 8)    \_\_\_\_\_ X    \$3195            \$ \_\_\_\_\_

Corporate 20 (price of 17)    \_\_\_\_\_ X    \$6695            \$ \_\_\_\_\_

Total Amount Due:            \$ \_\_\_\_\_

**\*\* Participants will receive webinar access details when registration is processed.]**

**Complete your registration by entering participant (s) details on the registration form located on the next page**

**PAYMENTS AND SUBSTITUTIONS**

Please make payments online at [www.joyfields.org](http://www.joyfields.org). 4 More Convenient Ways To Pay:

- **FAX** Completed Registration form to Joyfields at +1(678)605-0271
- **BILL ME** - Will pay by company check. Checks must be payable in US \$ against a US bank and made out to "Joyfields, Inc." and Mail to Joyfields, 5805 State Bridge Road, Suite G255, Duluth, GA 30097
- **CALL** Joyfields for assistance at +1(770)409-8780
- **WIRE** transfer. To pay by wire transfer, send email to [wires@joyfields.org](mailto:wires@joyfields.org) to request wiring instructions. Include your phone and fax # and we will send you details for wiring funds Questions? Send email to Yvette Hughes at [Yvette@joyfields.org](mailto:Yvette@joyfields.org) or call +1(770)409-8780.

All payments must be received to participate. If there is a chance payment may not reach us before the program date, a Purchase Order will be required.

Participants may substitute attendees, at any time prior to the program start, with no penalty.

## Joyfields Institute Online eLearning Webinar Series

Please use this form to process your registrations. Complete the form and fax to +1-678-605-0271

Webinar Name: \_\_\_\_\_ Webinar Dates: \_\_\_\_\_

Approving Manager Name: \_\_\_\_\_ Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Company: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_

IPC/Zip: \_\_\_\_\_ Country \_\_\_\_\_

### Attendee #1

Full Name: \_\_\_\_\_

Email: \_\_\_\_\_

Title: \_\_\_\_\_

### Attendee #5

Full Name: \_\_\_\_\_

Email: \_\_\_\_\_

Title: \_\_\_\_\_

### Attendee #2

Full Name: \_\_\_\_\_

Email: \_\_\_\_\_

Title: \_\_\_\_\_

### Attendee #6

Full Name: \_\_\_\_\_

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### Attendee #3

Full Name: \_\_\_\_\_

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Full Name: \_\_\_\_\_

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### Attendee #4

Full Name: \_\_\_\_\_

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Title: \_\_\_\_\_

### Attendee #8

Full Name: \_\_\_\_\_

Email: \_\_\_\_\_

Title: \_\_\_\_\_

**\*\* To register over 8 participants, please make copies of this page. Thank you.**

**Payment Method (circle one): Credit Card / Wire / Check / Cash / PO # \_\_\_\_\_**

Credit Card Name (circle one): MC / VISA / AMEX / DISCOVER

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