



CCS Fundraising

Nurturing a Culture of Philanthropy During the Age of Grievances

Who: Heads of School, Development Officers

When: Tuesday, October 29th from 9:00 a.m. to 10:00 a.m.

Where: Virtual on Zoom

Session Description:

Join us for a one-hour session designed for Heads of School and Directors of Advancement/Development. In today's independent school climate, many parents have more grievances than ever before. Too often, meetings become opportunities for families to express dissatisfaction, creating a challenging atmosphere for making an ask. This session will explore strategies for nurturing a thriving culture of philanthropy that endures grievances, steering conversations to successful asks, maintaining your role as a trusted leader, and guiding families toward continued support. Discover how to foster effective communication between school leadership and development teams to uphold and nurture a strong culture of philanthropy during these challenging times.

Presenters' Bios:



[Nanci Kauffman](#), Independent School Strategist, CCS Fundraising



[Polly Breit](#), Senior Vice President, CCS Fundraising

- **Free for those schools who purchased a speaker series subscription.**
- **\$50 per attendee for those schools who have chosen "A la Carte". You may pay by credit card when you register.**