

AMPLIFY. TOGETHER.



## UNITED WAY OF THE QUAD CITIES Nonprofit **BOLD** Institute

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Are you a nonprofit that wants to increase its capacity to meet the needs of the people you serve?

Across the Quad Cities, many nonprofits are feeling the strain of trying to keep up with the demand for their valuable services.

With limited budgets to hire more staff or consultants, building the capacity of your current team is a sustainable and cost-effective solution.

We're introducing United Way's **BOLD** Institute to strengthen and support human service nonprofits in the Quad Cities. In partnership with the Regional Development Authority (RDA), we're hosting a series of workshops to help our nonprofit partners

operate more efficiently, increase impact and successfully compete for funding.

The **BOLD** Institute will be a mix of practical tips and high-level discussions with highly-skilled experts who know how to turn business challenges into growth opportunities. Sessions run 60-90 minutes and are ideal for both emerging and current leadership staff. Attendance is limited to 50 per session to allow maximum engagement with presenters and fellow participants.

### FOR UP TO DATE INFORMATION

about the sessions, locations and speakers visit [unitedwayqc.org/bold](http://unitedwayqc.org/bold)



[unitedwayqc.org](http://unitedwayqc.org)

Hunt & Diane Harris Foundation

Kleine Family Foundation

Hubbell-Waterman Foundation



Register to attend a session at [unitedwayqc.org/bold](http://unitedwayqc.org/bold)

## JANUARY 16, 2020

### Fund Development & Marketing & Communication

#### Ryan Cannady, Chief Retail Officer

Deere Employees Credit Union

In the sales world, generating leads is the first step to closing the deal. But is relationship-building enough? In the rapid-fire tech age, donors are aware of hundreds of charitable causes. Ryan will teach you how to apply top-notch sales skills to turn prospective donors into supporters of *your* cause.

#### Amy Behning, Co-Owner

MindFire Communications

Ever feel surprised when board members, the media or your staff struggle to consistently describe your mission and impact? Amy will help focus your nonprofit's messages on the right people, place and time. Learn how to reach your most important stakeholders through multiple channels to deepen understanding of your work with key audiences.

## FEBRUARY 27, 2020

### Registration Open Now

8-9:30am

The Current Iowa, Davenport

### Organizational Development & Making Your "Pitch"

#### Kent Pilcher, President

Estes Construction

How can we take corporate planning fundamentals and apply them in the nonprofit sector? How do businesses determine when to expand or cut back product lines while staying true to their purpose? Learn how for-profit processes can apply to NPOs to grow programs, increase impact and embrace innovation.

#### Nicole Cline, Director of Business Development - Estes Construction

Sometimes you only have 5-10 minutes to pitch your organization or project to a board member, prospective donor or the media. A great elevator speech is a must in trying to engage others in your cause. Get tips, advice and feedback on how to succinctly answer the question, "What does your organization do?"

## MARCH 25, 2020

### Registration Open Now

8-9:30am

Western Illinois University – QC  
Riverfront Hall

### Measuring Outcomes

#### Nate Clark

Director Of Strategic Communications

John Deere

#### Callie Kramer

Citizenship Project Manager

John Deere

#### Matt Mendenhall, President/CEO

Regional Development Authority

Albeit a difficult task, measuring social impact matters. What does accountability mean to funders – and what do they really expect? How do you know if a program is working? We'll explore how to use data to both determine program effectiveness and report results that resonate with stakeholders.

## APRIL 2020

### Collective Impact

#### Rob Reifsnnyder, President

RCR Philanthropic Solutions, LLC

Large-scale social change comes from strong cross-sector coordination vs. isolated intervention of individual organizations. Hear from Rob Reifsnnyder, former CEO of United Way of Greater Cincinnati, who will break down the process of implementing a systems-change approach in order to produce more reliable and sustainable improvements in outcomes. Rob led notable collective impact efforts that resulted in thousands of additional children attending quality preschool and families and individuals in Ohio moving from poverty toward self-sufficiency.

## MAY 2020

### Diversity & Inclusion with Board Leadership

Ideal for nonprofit executives and board members, this session will extend to 90 minutes. Community-minded individuals will share governance tips and lessons learned on growing a nonprofit organization and avoiding conflicts of interest. A nationally renowned diversity, equity and inclusion speaker will also be on hand to talk about what NPOs can do to advance diversity, equity and inclusion.

## FALL 2020

### BONUS ROUND: Be BOLD Fast Pitch

Participate in a fast-paced, high-stakes event where nonprofits will vie for a total of \$150,000 in prize funding. Contestants will share innovative ideas for promising social ventures that address challenges facing Education, Income and Health. Participants will be matched with local entrepreneurs and coaches over four, one-hour sessions to perfect their pitch. More information on application process coming soon.

\* Nonprofits will leave each workshop with usable tools.



▶ For more information, contact Krysten Bickle at [kbickle@unitedwayqc.org](mailto:kbickle@unitedwayqc.org) or 563.344.0316.