

OFFICIAL TRANSCRIPT

Enrollee: **Brown, C.**

Date Enrolled: **September 21, 2009**

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Ms. Colleen Brown

Fund Development Director
Broward Meals On Wheels
3810 Inverrary Blvd., Ste. 305
Lauderhill, FL 33319

Certificates and Achievements

Development Certificate - November 2008

Coursework Completed

Date Updated: 8/18/2011

Total Credits Earned: 36

Development and Fundraising Track

<i>Course Title</i>	<i>Credits</i>	<i>Date</i>	<i>Key Competency</i>
Changing the Culture of Your Organization: Becoming a Fundraising Organization	1	11/17/2008	Planning for the Future
Development 101	1	11/17/2008	Revenue Development
Creating a Philanthropic Case for Support Tailored to Your Program	1	11/17/2008	Planning for the Future
Introduction to Major Gifts	3	11/18/2008	Revenue Development
Annual Giving: Raising More Money for Less	3	11/18/2008	Revenue Development
Creating Your Fundraising Plan	1	11/18/2008	Planning for the Future
Improving Your Current Situation	1	11/18/2008	Planning for the Future
Capital Campaigns: Knowing When You Are Ready	1	08/31/2010	Planning for the Future
Seeing Your Organization through Donors' Eyes	1	09/01/2010	Revenue Development
X Factors of Sustainability	1	09/01/2010	Planning for the Future
Direct Mail Is Working - and You Should Be Doing It!	1	09/02/2010	Revenue Development
The Dreaded Donor Engagement Gap	1	09/02/2010	Relationship Building

Communications Track

<i>Course Title</i>	<i>Credits</i>	<i>Date</i>	<i>Key Competency</i>
Effective Online Storytelling	1	08/06/2010	Relationship Building

Volunteer Management Track

<i>Course Title</i>	<i>Credits</i>	<i>Date</i>	<i>Key Competency</i>
Fundraising and Volunteers	1	08/31/2010	Revenue Development