Feeding the Pipeline

An Online Webinar with Jeanne Jachim

President, Virginia Mason Foundation
Virginia Mason Health System
Seattle, Washington

Date: July 31, 2014
Length: 1 Hour
Time: 1:00 pm ET/ 12:00 pm CT/ 10:00 am PT

Webinar Description
The major gift pipeline is an ongoing topic of discussion. How do we fill it? Who goes in it? How do we know they are the right people? When is it full? This session will focus on these questions and discuss ways to create a productive and full major donor pipeline, using Lean Management methodology to develop the processes and measure effectiveness.

Registrants Will Learn
- How to create a pipeline of major gift prospects.
- How to identify and stimulate a variety of sources for major donor prospects.
- Identify a variety of tools developed through the principles of lean management that major gift officers can utilize in donor prospect work.

Who Would Benefit to Attend the Session
- Major Gift Officers
- Director of Major Gifts
- Director of Development
- Director of Annual Fund
About the Speaker
Jeanne Jachim is President of the Virginia Mason Foundation in Seattle, WA. The Foundation recently completed a $100 million comprehensive campaign and currently raises more than $12 million annually. Jachim has more than 25 years of fundraising experience in health care, social services and higher education. Over the past 8 years under Jachim’s leadership, the Virginia Mason Foundation has tripled the income raised through the major giving program. She completed her fellowship training in the Virginia Mason Production System, the most advanced application of the Toyota Production System in the health care industry, in addition to having an MBA. Jeanne is winner of the 2009 AHP journal professional paper competition for her article on “Major Gift Officers: A Valuable Commodity.”

Registration Information
Registration fee is $199 per phone connection. Multiple site-licenses can be purchased for additional $100 per location. Visa, MasterCard, American Express, Discover credit cards are preferred forms of payment.

What You Will Need to Participate
The event is live and interactive with opportunities to ask the presenter questions. The audio is delivered directly over the telephone to provide clear, reliable sound quality. The visual presentation is delivered over the Internet. Invite as many people as you wish to attend at your one location. For large groups, use a speakerphone to deliver the audio and a projection system to deliver the web component.

Questions
Contact Development Dialogues at (800) 630-5578 or info@developmentdialogues.com.

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Register | Recording