

Post-Conference Evaluation Responses
Sisters of Charity of Nazareth
Advancing Mission Conference
October 27-29, 2015

1. Were the issues/topics addressed in this training significant and strategic?
 - Seven (7) people simply answered “yes” to this question.
 - Yes, very specific ideas/strategies.
 - Yes, very much.
 - Yes, especially in the light that Doors to Hope is just 3 years old.
 - The communication with the donors. The Action Plan.
 - Interesting—although most was way beyond where we are. However, good learning opportunity.
 - Yes, types, strategies, very helpful.
 - Very much so!
 - Yes. The pace and presentation were not overwhelming and aided us to identify areas of growth and opportunity.
 - Very, very clear and helpful—notebook will be very helpful for reference, check list, etc.
 - Absolutely.
 - Excellent speakers, valuable handouts, future oriented.
 - Yes. While some of this information was basic, the opportunity to discuss at length within our ministry team allowed for strategizing.
 - Absolutely.
 - Perfect timing for VA as we begin a capital campaign.
 - Absolutely! We are in stage 1 of building an advancement office and this info was timely.
 - Very significant and helpful.
 - Philanthropic best practices. Donor stewardship recognition. Cultivation.
 - Outstanding—clear, concise, needed.
 - Fundraising as a ministry. How to do fundraising and evaluation of where to start in my ministry. Development of Action Plan.
 - Yes—the different ministry groups are at VERY different places relative to fundraising, but the presentations were relevant and accessible to all groups.
 - Yes, it was very good information that was shared.
 - Most definitely!
 - Yes, it was a great introduction as well as a “refresher course” in putting together a successful advancement program.
 - Absolutely yes. We had such a good opportunity to apply these to our specific ministry/Board.
 - Yes—as a new person to being a member of the a Board, I feel that I am leaving this Conference with a clearer understanding of Board responsibilities for lack of a better term, “ownership” of being a part of overseeing the governing of our mission.
 - The topics discussed were absolutely significant and strategic. It gives us a brand new perspective on fundraising.
 - Yes, it was a very good training, very significant and pertinent to where Camp Maria is today.

2. Do you feel your fund development program will be strengthened by the information shared in these sessions? If so, how?
- Yes! The collaboration over these days has been very important/helpful.
 - Absolutely. Will be able to take material and apply to help build the funding.
 - Yes, started on good information.
 - It will be enhanced.
 - Yes; have a plan now; 60 days and more long-term.
 - Yes; we have an Action Plan.
 - We believe we need to begin building relationships with possible donors even though we can't raise funds at present.
 - Yes, helpful to collaborate with like-minded ministries.
 - Yes.
 - Yes; design a plan. Engagement of Board Committee.
 - Yes, you've given us specific ideas, steps, accountability measure, etc. to assess our current state and to make progress.
 - Yes. It is important to celebrate the small successes and identify what we do well.
 - Very much so. Knowledge presented included both new and previous but in a manner that redefined the process.
 - Yes—strategies and tools for example for major donor recruitment were clear. Also, giving us the context—giving trends and demographic specifics of giving were interesting and helpful.
 - Yes, the workshop brought clarity to what is already being done at our organization and what needs to be strengthened.
 - Yes—we realized we need to do more donor development. All the suggestions related to that were quite helpful.
 - Definitely! Uncovered some issues that need to be cleared out, so we can move forward in a strategic way.
 - I hope so. Valuable strategies were offered. Those present were exposed to ideas never dreamed of. Broadened our vision.
 - Yes. It provides a guideline and reference materials we can turn to forever.
 - Yes. It identified our strengths and areas to improve. It gave us a direction and map to plan for our success.
 - As long as all agree on roles and responsibilities. Also—our Board Chair for development didn't show.
 - Yes. Helped solidify the next steps we need to take.
 - Very much so. Received knowledge, practical strategies to implement.
 - In some small ways, although rigid mind sets of a few will prevent real progress.
 - Yes. It gave the opportunity to continue "the conversation" with other ministries and collaborate.
 - We will begin to formalize the process of tracking donors of time and in-kind services as well as reaching out to resident families in the future.
 - This info will help significantly in building the groundwork for possible future fundraising opportunities.
 - Yes. New ideas for what we can do to allow others to share in our ministry.
 - Absolutely! The program reinforced my efforts in promoting advancement techniques that are important. Also, having various stakeholders present was an important aspect for participation.

- Absolutely! In so many concrete ways—educating Board, identifying group of donors to meet one-on-one, also as a small group, posing pending donation as possible endowment.
- Most definitely. It was an eye-opener to understand being on this Board as a ministry and then incorporating spirituality into it—that spirituality will be used as an inner guide as I move forward.
- Yes, our program will be strengthened. We already have ideas of potential “ask” donors and the possibility of starting an endowment.
- Yes, first good strategies for getting the Board involved and responsible for fund development. Excellent information on donor engagement, cultivation and solicitation. Good discussion on roles of staff, Board and volunteers.

3. Did you have sufficient opportunity to offer input and discuss the topics raised?

- Thirteen (13) people simply answered “yes” to this question.
- Yes, I believe so.
- Definitely.
- I did.
- Yes, excellent table conversation.
- Small group time was “just right.”
- Yes—good groups and opportunities to ask from presenters.
- More time in small group ministry would have been helpful.
- Yes, table conversation as excellent.
- No, only because our group usually did not discuss the topics described by the questions, but got stuck in minutia related to our own individual concerns.
- Yes, I enjoyed the schedule. The presentations weren’t too long and the break-outs were well-placed and helpful.
- Yes and no. I felt I needed to wrestle some control from our administrator. My contributions to discussion were often shut down in favor of things we are already doing.
- Yes. The grouping strategy was perfect.
- I probably talked too much!
- The “small group” breakout times needed more time.
- I think we managed to do this even when presenters attempted to move us onward. Presenters are very skillful!!
- Great opportunities to share/learn across and within ministry groups.
- Yes, both individual ministry and collaborative groups allowed for sharing and exchanging.
- Yes, especially throughout the presentations. More time for discussion with my ministry would have been helpful.
- There is never enough time—but presenters kept us on target and did offer opportunities and encouraged input.
- Yes—great group of people to have shared this learning experience with.
- Yes, we had plenty of time and ended up continuing our discussions into the evenings.

4. Did you receive the agenda and meeting materials far enough in advance to be well informed and know what to expect?

- Twenty-one (21) people simply answered “yes” to this question.
- Absolutely, and all was extremely beneficial to getting prepared.

- Plenty of time to consider/ponder/pray over.
- You do a great job of organizing these events. I felt well informed, well in advance.
- Yes, and I appreciated getting Nouwen's book in adequate advance, and getting the agenda on-line before arriving. Thanks!
- Yes, perfect.
- Great timing. Used the book in daily prayer.
- Yes. I liked Nouwen's book.
- Yes. Reading of small book was terrifically motivating.
- Excellent!!!
- Yes, the book was especially helpful to become focused on the value of the ministry of fundraising.
- Yes, thank you! Well planned out.
- Yes—thank you. The agenda clarified what I was attending a little further.

5. What was the high point or most effective/productive point of the training?

- The collaboration and networking among ministries.
- This is something I do naturally, so it was confirmation I'm on the right path to helping grow the funding.
- Stewardship—awesome presentation.
- When the facilitators said we should not keep talking after making our "ask"—but stay silent in anticipation of a response.
- Day 3—Action Plan—Creating of.
- To listen.
- Building relationships with possible donors. Asking for a certain amount.
- Small group discussion.
- The presenters were knowledgeable and provided good information. Meeting with other ministries and collaboration as helpful.
- Table conversation with OCA.
- Framework of ministry.
- After all the input, our entity coming up with specific short-term (and long-term) plans.
- Generated out-of-the-box thinking and generated discussion involving key stockholders.
- The spark of enthusiasm seen in the individuals in our groups after the sessions.
- Action plan.
- I've had the experience of a former workshop in fundraising as ministry. This workshop reinforced ideas previously addressed.
- The presentations on the process of donor development.
- Interaction (directed) between ministry colleagues.
- Hard to pick a high point, as so much was new and valuable.
- The written material follows the program agenda providing great focus and pre-made notes.
- Develop a plan by looking at the metrics of the material presented. The overall analysis of fundraising was in depth and insightful.
- Discussing sensitive topics in depth. If not for this seminar, it wouldn't have happened.
- The interaction with Board Members.

- Organization of Conference allowed our group to take advantage of formulating plan for group to take with us. Also our group represented talented members who will incorporate learning from Conference.
- The reinforcement of Board responsibilities.
- In general, everything was great. I really liked seeing the pie %.
- For me, it was really learning the “process” of fundraising and how to approach it in a systematic and strategic way.
- The information regarding stewardship was important to me because that is an area that I/we are currently lacking.
- The information shared by the presenters. Having a book with the slides was most helpful.
- Reinforced the theory of fundraising.
- Small group sessions: very effective in challenging us to integrate our learnings and to process now—not when we get back to our ministry sites/Boards.
- Sharing and planning together with our group—awesome!
- The most productive part for me was learning of some of the other ministries of the SCNs and hearing ideas from others.
- Afternoon of Wednesday. Good information, food for thought and creating an Action Plan for Camp Maria.

6. Thinking ahead, where would you benefit from further consultation or training?

- It would be helpful to touch back in with this group 3, 6, 12 months from now to see where we are.
- I’ll leave this for leadership to decide.
- Yes—never really have done it.
- More advice on stewardship roles.
- On-going development support.
- It would need to be personalized to our office in the next steps of training.
- More on how to bring Advisory Committee on board. What is their role?
- Planning, evaluating.
- When we determine members of Development Committee of Board, having a conversation with your consultant.
- Identify opportunity.
- I’m leaving that to our leaders in Development.
- Engaging Board Members in process. Storytelling techniques and content specific to our ministry.
- Nothing I can think of right now.
- Is it possible to have an OCA person familiar with donor visits to take someone from our ministry on their first visit—a “how-to.”
- Any more strategic guide material would be great.
- Having a consultant review our action plan.
- Individual coaching at our organization.
- I suggest convening an “SCN Ministries Round Table” to bring the fund-raising/leaders and member(s) of their staff to the Motherhouse once a year for a meeting and have quarterly conference calls for all “Round Table” members to report progress/share ideas, problem solve and encourage each other.

- After 6 months, ask each group for progress report on “Take-Away Actions” during Thursday session.
- One-on-one conversation from consultant with Board.
- Yes.
- At this time I feel that we have sufficient information and that other ministries could benefit more from the gift of consulting.
- Having a time to evaluate our goals.
- Yes, especially for Board training.
- Possible time management! So much on each person’s plate. How energy is best spent? How to involve volunteers, etc.—all in connection with fundraising.
- Probably in just learning more on “how” to ask for money and understanding the endowment process.
- I would be interested in further training on setting up endowments—understanding bequests.
- I believe that extra consultation would be helpful given our plan to set up a meeting with potential large donor. I am thinking that we could consult with the team after our meeting for strategies going forward.

7. What else would you like to share?

- Great presenters too!
- I feel the facilitators were excellent. They were on point with timing and breaks, which is key to keeping your audience engaged to retain information. I’d recommend this to other ministries to help strengthen their funding.
- What a room full of dedicated, generous, loving human beings. How can any of these efforts fail? The power of love and knowledge is eternal.
- Great group of people sharing / fundraising as ministry.
- It was a very practical workshop. Environment and food—very good. Thank you all.
- Well done!
- Thank you! Excellent use of our time together. Very much appreciate the careful organization of the time. Great process.
- This was an excellent workshop. Both presenters have been very effective and enjoyable to listen to.
- It was a 12 on a scale of 1 to 10.
- Thank you!
- Great food.
- Thanks so much for providing such a plethora of information and great real stories to illustrate.
- It is always a pleasure to be a guest of the SCNs. You’re the best! God bless!!
- Thanks for all your hard work to convene this gathering.
- Loved it.
- The Conference could not have come at a better time for us. We have new development office and it reaffirmed what we are doing right and gave ideas of where to plan and succeed. Thanks! Tremendous presenters!
- Thank you Michelle and team!! Great job! Loved the museum.
- Angela was an excellent speaker. Loved her stories!
- Thank you for wonderful materials, enthusiastic presentations!
- Thank you so much for everything. It was great!

- I felt very well taken care of during this meeting—the evening dessert and reception was such a gift!
- Trina has been wonderful in helping with direction, preparation and anticipating the needs of all attendees.
- A big thank you to Sr. Michelle and all those who worked so hard to have this Conference so well organized. Trina is so great! Our presenters were very fine.
- Enjoyed Angela's presentation style.
- Camp Maria Board will integrate inspiration/quotes from Henri Nouwen's book so that we look increasingly deeper at making fundraising a ministry. One of the Board Members accepted responsibility for getting this to all members so each meeting/each committee meeting will have as part of prayer, some reflection on excerpts from the book.
- Not realizing I needed to learn so much more about fund development and now leaving with a better understanding has been a great experience. Thank you.
- Awesome Conference! Loved everything about it—speakers, agenda, accommodations, social parts—great information. Thank you!!
- Thank you Sister Michelle, Trina Loader and all who helped to carry out this very important Conference.