1110 Amelia St
New Orleans, LA 70115
acceleraisecorp.com
info@acceleraisecorp.com

Acceleraise Learning Sessions

For Fund Development Professionals:

1. Revolutionize the Grant Process using AI
2. Transforming Data Analysis using AI
3. Maximizing GiveNOLA Day

For Board and Executive Leaders

4. Navigating Changes in Philanthropy
5. Supercharge Fundraising Efforts with AI
6. Moves Management for Individuals
7. Moves Management for Foundations
8. Peer-to-Peer Fundraising
9. Fundraising Fundamentals: Navigating Nonprofit Fundraising
10. Preparing for an Endowment
11. Telling Your Story: How Board Members can Fundraise with Authenticity
12. Making a Successful Ask
13. Craft Your Story

Navigating Changes in Philanthropy

Description: This session explores the evolving philanthropic landscape, offering insights for both nonprofits and foundations navigating shifts in racial equity funding. Participants will examine current funding trends, identify key funders and collaboratives that support social justice initiatives, and develop strategies for building strong donor relationships. Whether serving BIPOC-led organizations, youth-focused initiatives, or broader philanthropic efforts, this session provides research-backed insights and actionable approaches to securing and sustaining funding in a changing environment. This training can be tailored for both nonprofits seeking funding and foundations looking to refine their grantmaking strategies.

Objectives:

1. Review the 2024 state of philanthropic funding for BIPOC-led nonprofits.
2. Identify and assess foundations, philanthropic affinity groups, funder collaboratives, and BIPOC grantmaking communities across the nation that support social justice, racial equity, and BIPOC leaders in 2024.
3. Develop strategies to build relationships with prospective donors by leaning into current funding partnerships.

Supercharge Fundraising Efforts with AI

Description: This session equips fundraisers with practical strategies to integrate artificial intelligence (AI) into their fundraising efforts. Participants will explore how AI-powered tools can enhance donor engagement across the giving cycle—from prospecting and solicitation to stewardship. Through hands-on exercises, attendees will learn how to craft effective AI prompts, refine AI-generated content, and develop targeted fundraising communications. The session also covers how to leverage AI for campaign planning, donor segmentation, and strategic outreach. Whether you're new to AI or looking to refine your approach, this training provides actionable insights to boost fundraising success.

Objectives:

1. Participants will identify multiple ways fundraising can be transformed by using AI tools.
2. Participants will ensure the quality of AI-created content by writing targeted prompts and scanning for common AI challenges.
3. Participants will create fundraising communications using an AI tool.
4. Participants will draft a high-level fundraising campaign plan using an AI tool.

Revolutionize the Grant Process using AI

Description: This session empowers grant writers with the tools and techniques to leverage artificial intelligence (AI) for more efficient, precise, and compelling grant proposals. Participants will learn how to align project goals with funder priorities, use AI to generate and refine proposal content, and analyze grant submissions for clarity and effectiveness. Through hands-on exercises, attendees will develop structured outlines, enhance their writing using AI-driven insights, and ensure proposals meet funder expectations. Whether you're new to AI or looking to optimize your grant writing process, this training provides practical strategies to streamline and strengthen your proposals.

Objectives:

1. Participants will use generative AI tools to align their project goals with funder priorities.
2. Participants will employ outline expansion prompts to organize and structure complex grant proposals.
3. Participants will use generative AI to analyze grant proposals and identify areas for improvement in content and presentation.

Transforming Data Analysis using AI

Description: This session introduces nonprofit professionals to AI-driven data analysis, providing tools and techniques to streamline data collection, interpretation, and visualization. Participants will explore various AI tools to synthesize large datasets, transform qualitative responses into actionable insights, and create compelling data visualizations tailored to different audiences. The session also covers best practices for ensuring data accuracy, mitigating bias, and refining analytical outputs for strategic decision-making. Whether looking to enhance donor segmentation, measure impact, or optimize fundraising strategies, this training equips attendees with AI-powered approaches to harnessing data effectively.

Objectives:

1. Evaluate a range of AI tools and identify the right product(s) for your organization's data analysis needs.
2. Use AI tools to synthesize, analyze, and interpret data efficiently and credibly.
3. Apply AI tools to transform lengthy qualitative responses into actionable quantitative data.
4. Create visually compelling representations of data for different audiences using AI.

Moves Management for Individuals

Description: This session equips nonprofit professionals with a structured approach to cultivating, soliciting, and stewarding individual donors. Participants will explore key strategies for qualifying prospects, identifying where donors are in the giving cycle, and using a moves management framework to deepen engagement. The session also highlights practical tactics for leveraging social media to enhance fundraising efforts. Through actionable insights and real-world examples, attendees will learn how to build meaningful donor relationships that lead to long-term support and increased giving.

Objectives:

1. Qualify individual giving using four potential strategies.
2. Identify where an individual donor is in the giving cycle.
3. Use a moves management plan template to move donors through the giving cycle.
4. Maximize social media to get started on an individual giving strategy.

Moves Management for Foundations

Description: This session provides nonprofit professionals with a structured approach to securing and stewarding foundation funding. Participants will learn how to qualify foundation prospects by assessing alignment, eligibility, and funding processes. The session also explores how to identify where a foundation is in the giving cycle and implement a moves management strategy to build stronger relationships with funders. Attendees will gain practical tools for engaging foundation representatives, crafting strategic touchpoints, and increasing long-term funding commitments. Through real-world examples and interactive exercises, this training equips organizations with the skills to navigate and sustain foundation partnerships effectively.

Objectives:

1. Qualify a foundation prospect by asking four questions.
2. Identify where a foundation is in the giving cycle.
3. Use a moves management plan template to move foundations through the giving cycle.

Peer-to-Peer Fundraising

Description: This session equips nonprofit professionals with strategies to leverage their networks and mobilize supporters for fundraising success. Participants will learn how to identify prospective donors, assess donor readiness using the prospect chart, and engage key connections through peer-to-peer fundraising. The session also explores the power of social capital and provides a structured approach to Moves Management, ensuring that donor relationships are nurtured effectively. Through interactive exercises and practical tools, attendees will develop actionable plans to expand their donor base and increase individual giving.

Objectives:

1. Identify prospective donors using the prospect chart.
2. Identify where a donor is in a gift cycle.
3. Identify the peers in your network using an Orbit Worksheet.
4. Plan and organize a Moves Management system for prospects.

Fundraising Fundamentals: Navigating Nonprofit Fundraising

Description: This session provides a comprehensive introduction to nonprofit fundraising, covering the key stages of the donor lifecycle for both foundations and individual donors. Participants will learn how to qualify prospects, cultivate relationships, and tailor solicitation strategies to different donor types. The session also explores the distinctions between foundation and individual giving, offering insights into best practices for long-term donor stewardship. Through interactive exercises, attendees will develop a deeper understanding of fundraising strategies, including peer-to-peer outreach and moves management, to build a sustainable donor base.

Objectives:

1. Define the 4 stages in the donor lifecycle as they relate to Foundations/NGOs.
2. Define the 4 stages in the donor lifecycle as they relate to Individuals.
3. Compare and contrast Foundation/NGO and Individual giving.
4. Qualify 3 prospects for your organization.

Preparing for an Endowment

Description: This session provides nonprofit leaders with a foundational understanding of endowments and their role in long-term financial sustainability. Participants will explore the purpose and benefits of endowments, review real-world examples, and analyze local research on donor perspectives. The session will also outline the key steps for launching an endowment campaign, including organizational readiness, donor cultivation, and campaign strategy development. Through actionable insights, attendees will learn how to position their organizations for long-term stability and engage donors in building a lasting financial legacy.

Objectives:

1. Increase participants' understanding of an endowment and its purpose.
2. Review examples of endowments.
3. Review local research on endowments.
4. Uncover what it takes to create an endowment campaign.

Telling Your Story: How Board Members can Fundraise with Authenticity

Description: This session empowers board members with the tools and confidence to engage in fundraising authentically. Participants will learn how to leverage peer-to-peer fundraising, craft compelling personal narratives that attract investments, and identify funding prospects within their networks. The session also explores donor motivation, the role of storytelling in fund development, and practical strategies for engaging potential supporters. Through interactive exercises, attendees will refine their messaging and develop actionable plans to strengthen their organization's donor pipeline.

Objectives:

1. Understand the role of peer-to-peer fundraising in a fund development strategy
2. Learn how to authentically tell your story to attract investments
3. Identify funding prospects in your network

Nonprofit Sustainability: Diversifying Your Fundraising Sources

Description: This session equips nonprofit leaders with strategies to build a sustainable and diversified funding portfolio. Participants will learn how to qualify prospective donors, research giving histories, and assess the characteristics of eight key funding sources—including foundations, corporate sponsorships, earned revenue, and government grants. The session also provides a structured approach to creating a balanced funding strategy and setting SMART fundraising goals. Through practical exercises and real-world examples, attendees will develop actionable plans to secure long-term financial stability for their organizations.

Objectives:

1. Qualify a prospective donor.
2. Research a prospect's giving history.
3. Identify the characteristics of eight funding sources and when to pursue them.
4. Outline a sustainable funding portfolio that makes strategic sense for your venture using a worksheet.
5. Write fundraising goals for your portfolio using the SMART goal framework.

Making a Successful Ask

Description: This session equips nonprofit professionals with the skills and confidence to make compelling fundraising asks that result in major gifts. Participants will learn how to qualify and research prospects, structure a persuasive case for support, and navigate donor conversations effectively. The session covers best practices for engaging donors, making the ask, handling objections, and closing the gift. Through practical strategies, role-playing exercises, and real-world examples, attendees will gain the tools to approach fundraising asks with clarity, confidence, and success.

Objectives:

1. Learn how to identify and qualify prospective donors to maximize fundraising success.
2. Understand how to research donor giving history and assess their capacity and affinity.
3. Develop and practice crafting a compelling case for support tailored to donor motivations.
4. Gain confidence in structuring and delivering an effective fundraising ask.
5. Learn techniques for handling objections, negotiating gifts, and closing donor commitments.
6. Explore best practices for stewardship and maintaining donor relationships after the ask.

Craft Your Story

Description: This session guides nonprofit and school leaders in developing compelling narratives that enhance brand awareness and attract funding. Participants will learn how to craft personal and organizational stories that resonate with donors, funders, and stakeholders. The session covers key storytelling techniques, market positioning, and effective presentation strategies. Attendees will also explore how to use visual aids, qualitative and quantitative data, and audience engagement techniques to make their stories more impactful. Through interactive exercises, participants will refine their messaging and build confidence in sharing their stories authentically.

Objectives:

1. Develop a compelling personal and organizational story to enhance brand awareness and attract funding.
2. Identify key elements of effective storytelling, including emotional connection, clarity, and audience engagement.
3. Conduct a SWOT analysis to assess organizational strengths and differentiate from competitors.
4. Learn how to integrate qualitative and quantitative data into presentations for greater impact.
5. Explore best practices for presentation styles and visual storytelling to engage donors and stakeholders.

6. Gain confidence in delivering a persuasive and authentic story that inspires support and investment.

Maximizing GiveNOLA Day

Description: This session helps nonprofit professionals leverage GiveNOLA Day and crowdfunding strategies to drive donations and long-term engagement. Participants will learn how GiveNOLA Day works, how to integrate crowdfunding into a broader fundraising plan, and best practices for maximizing reach through social media. The session also covers goal-setting, donor stewardship, and building momentum before and after campaign day. Through hands-on strategies and real-world examples, attendees will leave equipped with the tools to create an effective, sustainable online fundraising campaign.

Objectives:

1. Learn what GiveNOLA Day is and how it works.
2. Understand the role of crowdfunding in an overall fundraising strategy.
3. Evaluate social media best practices for crowdfunding reach and success.
4. Apply learned skills to pursue long-term fundraising and engagement objectives.

Getting It in Writing: Best Practices for Gift Agreements

Description: This session equips nonprofit leaders and fundraisers with the knowledge to draft legally sound, donor-aligned, and enforceable gift agreements. Participants will explore the key components of a well-structured agreement, including donor intent, naming rights, payment structures, and contingency planning. The session will also cover legal nuances, IRS compliance, reputational risk management, and best practices for handling complex or unusual gifts. Through case studies and discussion, attendees will gain insights into common pitfalls, negotiation strategies, and donor stewardship approaches that ensure gifts are both mission-aligned and sustainable for the long term.

Objectives:

1. Understand the legal and ethical importance of gift agreements in nonprofit fundraising.
2. Identify key components of a strong gift agreement, including donor intent, restrictions, and contingency clauses.
3. Learn best practices for structuring agreements to prevent disputes and ensure enforceability.
4. Explore legal nuances, including IRS compliance, donor standing, and investment policies like UPMIFA.
5. Analyze real-world case studies to recognize common challenges and solutions in managing major gifts.
6. Develop strategies for donor stewardship and long-term compliance with gift terms.