

Register for our

# Major Gift Officer

## BOOT CAMP

COST: \$495



**Do you want to be a Top Producer in healthcare philanthropy?** Are you actively working with 8-10 physicians? Are you receiving 15-20 referrals of grateful patients per month? Are you getting 18-20 visits a month? Are you making 30 asks per year? Are you closing 10 or more gifts per year?

If you answered no to any of these questions, and want to reach any or all of these goals, this boot camp is for you.

“  
*“Quality presentations and quality conversations with colleagues”*  
*“The session was wonderful, very informative”*  
*“The content was excellent and the day flew by”*  
”

Spend a day learning our proven strategies:

- Actively engaging physicians and nurses
- Using gratitude and wealth indicators to identify the best prospects
- Increasing your conversion rate for securing qualification visits
- Successfully qualifying a prospect on the first visit
- Crafting the most strategic cultivation and solicitation strategy
- Elevating the case for support
- Mastering the art of the soft ask
- Handling objections with ease
- Closing a gift every time

**Sample Agenda**

8:00am–8:30am . . . . .	<b>Introductions</b>
8:30am–10:30am . . . . .	<b>Clinician Engagement and the Healing Power of Philanthropy</b>
10:30am–12:00pm . . . . .	<b>Key Metrics and Time Management for Success</b>
12:00pm–1:00pm . . . . .	<b>Networking Lunch</b>
1:00pm–2:30pm . . . . .	<b>DiSC Behavior Language</b>
2:30pm–4:00pm . . . . .	<b>Key Steps: Qualification, Cultivation, Solicitation &amp; Stewardship</b>

We will not only give you proven methods for success in every area, but help you create an individualized set of metrics to track your progress, a daily and weekly productivity schedule, talk tracks, scripts, and template letters you can customize and use immediately.

**If you're ready to become a Top Producer in healthcare philanthropy, we'll show you how!**

Register Online <https://gobelgroup.com/resources/#boot-camps> or by contacting Marissa Lavigna, [marissa@gobelgroup.com](mailto:marissa@gobelgroup.com) / 585-625-0913