

# About the Program

Ensuring sufficient funding for the library to meet community needs is the most important duty of trustees. And because state and local municipal dollars for library support are not keeping pace with the cost of library services, trustees must improve their skills as fund-raisers.

This powerful presentation will help you learn the techniques of making the case for library support with individuals, community organizations and businesses. To secure funding from previously untapped sources, trustees must implement innovative and aggressive approaches.

Dee Jay Oshry will help us understand what motivates giving and the importance of developing a fundraising strategy. His program is highly recommended by other library systems that have hosted this dynamic speaker.

## 19<sup>th</sup> Annual Trustee Workshop



with Dee Jay Oshry, CFRE

8:30 AM

Continental Breakfast

9:00 AM

Welcome and Overview  
Role of Trustees in Fundraising

10:30 AM

Coffee Break

10:50 AM

Making Your Case for Support  
Asking for Money (*small groups*)

11:45 AM - Noon

Wrap-up and evaluations

# About the Speaker



**Dee Jay Oshry**, a Certified Fund Raising Executive, brings 31 years of experience in the management of capital campaigns, major gift fundraising, and leadership development to his role as fundraising consultant. Both nationally and locally he is a respected strategist, teacher, motivator, and facilitator.

Mr. Oshry has an unparalleled track record of successful fundraising initiatives and has directed capital campaigns across the country.

Mr. Oshry has worked extensively with Boards of Trustees of nonprofit organizations to help them understand their role as representatives of the community. He is a regular faculty member of the Nonprofit Leadership Institute at Duquesne University, teaching the lead course of “What Boards Should Know about Fundraising”.

Mr. Oshry was honored as Outstanding Fund Raising Executive by the Assn. of Fund Raising Professionals, and has received the CNG Volunteer in the Arts (VITA) Award. He has chaired the Board of Directors of City Theatre, and he serves or has served on the Boards of Quantum Theatre, the WQED Multimedia Community Advisory Board, Family Hospice, Persad Center, and the United Way Field of Service Committee.

19<sup>th</sup> Annual Trustee Workshop

**LIBRARY**  
**FUND**  
**RAISING**

Saturday,  
**October 25, 2008**

at

**System Headquarters**

1037F MacArthur Road, Reading

presented by

Reading District Library Center

and

Berks County Public Libraries

Registration deadline:

**October 20, 2008**

All library trustees are encouraged to attend; library directors and Friends are also welcome.

Please call System HQ at 610-378-5260 to register; pre-registration will ensure that there are adequate materials and refreshments for all.

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**FUND**  
**RAISING**

1037 F MacArthur Road  
Reading, PA 19605

Berks County  
**Public Libraries**