

# Developing Fundraising Leaders Institute (DFLI)

CENTER FOR NONPROFIT MANAGEMENT AT STONEHILL COLLEGE



*Pictured above: DFLI Class of 2013*

"The DFLI program provided me with the skills necessary to become a **leader** in the nonprofit field. The opportunity to work so closely with the **Advancement and Mission Divisions** at Stonehill College and the emphasis on **internships** enabled me to **apply the knowledge** gained from the learning modules to support local youth development organizations. The **benefits** of the DFLI program are **endless**."

- Amy Flynn '12

## Providing Critical Fundraising Support to Nonprofits

*The DFLI community consists of 62 graduates since the program began in 2009. After completing the program, DFLI alumni have taken the knowledge and skills they have acquired and applied them to benefit a range of health care, education and social service organizations through internships, postgraduate service, and full time employment.*

### INTERNSHIPS

Some of the DFLI alumni internship sites have included:

- Boys & Girls Club of Brockton
- City Year
- My Brother's Keeper
- New England Aquarium
- Plan USA
- Save the Children
- The Lynch Foundation
- UNICEF
- United Way of Greater Plymouth County

"She has a great understanding of **philanthropy** and its **impact**. She is a self-starter, learns and adapts quickly, and has contributed to our organization many **innovative** ideas resulting in new revenue that would not have otherwise been **raised**!"

- Old Colony Hospice on Sara Ricker '14

### EMPLOYMENT

Graduates have also been hired in full-time development positions at organizations such as:

- Catholic Schools Foundation
- Children's Hospital
- Harvard Medical School
- Lifespan
- Students of Liberty

### POST GRADUATE SERVICE

DFLI graduates have also used the skills to serve as volunteers through:

- AmeriCorps
- Jesuit Volunteer Corps
- Stonehill Service Corps
- Teach for America
- WorldTeach

Center for Nonprofit Management

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## About DFLI

DFLI is a competitive program aimed at creating future nonprofit leaders. It is led by the members of the Advancement Division and the Center for Nonprofit Management in the Mission Division at Stonehill College.

This semester-long program encourages students to expand their knowledge of development and acquire the skillset necessary to achieve a successful and rewarding career in the nonprofit sector.

Graduates of this program are well poised to provide much-needed fundraising support to a variety of nonprofit organizations.



## LEARNING MODULES

Students accepted into DFLI rotate through weekly learning modules taught by seasoned fundraising professionals in the Advancement Division of Stonehill College.

These modules address a range of development and advancement topics, such as:

- Annual Giving
- Communications and Media Relations
- Corporate and Foundation Relations
- Development Research
- Major Gifts
- Special Events and Stewardship

## WORKSHOPS

Throughout the semester, students also participate in workshops led by the staff at the Center for Nonprofit Management. These serve as check points for students to take on additional learnings and express feedback.

Students first receive an outline of the program, an overview of nonprofit basics, and training in various research databases. They are then provided with guidance and the opportunity to learn about various careers available in the nonprofit sector.

Students then put their newly acquired skills and knowledge of philanthropy to the test by creating and executing fundraising strategies in the third workshop, the Donor-Nonprofit Networking Challenge.

The semester closes with a final gathering to celebrate the students' hard work and accomplishments!



Motivated students are encouraged to learn more about the program and apply at [www.stonehill.edu/dfli](http://www.stonehill.edu/dfli)

**Questions?** Call 508-565-1856 or e-mail [infononprofit@stonehill.edu](mailto:infononprofit@stonehill.edu).

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