



# Winning Proposals: Making Data Work For You

PRESENTED BY:

**CONNECT: Partnership for Nonprofit Solutions**

## Workshop Description:

Data, outcomes, and statistics are vital tools in producing bankable business plans and proposals. If used effectively, this information will articulate your organization's needs and impact on the community in a way that translates into benefits that effectively tell your agency's story.

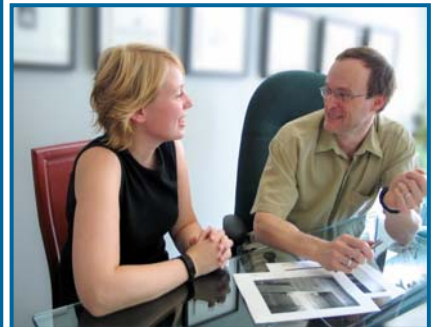
Join us for this upcoming opportunity to learn how to present your data and outcomes in the most compelling way by:

- Incorporating the use of national, county and local statistics and agency data to communicate your organization's "need"
- Understanding how to choose and present the most effective data and outcomes to gain support from funders and prospective donors
- Utilizing specific writing techniques that will keep your reader engaged

**Presenter:** Vivian Linderman  
Blue Lotus Consulting

**Date:** Thursday, July 12, 2007

**Time:** 9:00 a.m. – 12:00 p.m., Registration, breakfast and informal networking will begin at 8:30 a.m.



To register, please fax or mail the registration form to:  
Janna McFerson, Community Programs Administrative Assistant  
Phone: (714) 704-8777  
Fax: (714) 704-8220  
E-mail: [factadmin@factoc.org](mailto:factadmin@factoc.org)

**Location:**

Orangewood Children's Foundation  
1575 East 17th Street  
Santa Ana, CA

**RSVP must be received by July 5, 2007**

This workshop is made possible by a grant from the  
Children and Families Commission of Orange County





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## **Presenter Bio: Vivian Linderman, MPA Blue Lotus Consulting**

Vivian M. Linderman is Principal of Blue Lotus Consulting & Training, a consulting agency specializing in building organizational capacity for nonprofit corporations. Vivian will bring strategic thinking to any agency seeking innovation, growth or transformation. Through her expertise agencies are able to develop and grow diverse revenue streams, strengthen organizational structures and investigate opportunities for organizational mergers and partnerships.

In addition to strong creative tendencies, a master's in public administration and more than 30 years in the nonprofit field, Vivian has honed her consulting skills through training in Appreciative Inquiry and the Peter F. Drucker Self-Assessment Tool for nonprofits as strategic planning tools, Strategic Solutions/LaPiana approach to facilitating and implementing organizational alliances and the Raising More Monday model of building a sustainable funding base.

Vivian has successfully worked with nonprofits throughout California ranging from \$5,000 budgets to more than \$16 million. A creative innovator in both fundraising and organizational development and a well-regarded facilitator and popular trainer, Vivian is a featured speaker at many professional conferences. She is registered as a fundraising counsel with the State of California. More information on Vivian can be found at [www.bluelotus-consulting.com](http://www.bluelotus-consulting.com).

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## Registration Form

Your registration form must be received in our offices  
on or before Thursday, July 5, 2007.

**Mailing Address:**

CONNECT  
Attn: Janna McFerson  
800 N. Eckhoff St., Bldg 123  
Orange, CA 92868

Fax: 714- 704-8220

<b>Name:</b>		<b>Title:</b>	
<b>Organization:</b>			
<b>Mailing Address:</b>			
<b>City:</b>		<b>Zip:</b>	
<b>Email:</b>		<b>Phone:</b>	<b>Fax:</b>

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