

RABBI YAAKOV LIEDER
EDUCATIONAL CONSULTANT | PARENTING EXPERT



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ONE-ON-ONE FUNDRAISING MASTERCLASS with Rabbi Yaakov Lieder

More than 48 Years of Fundraising Experience
Over \$40 Million Raised Through One-on-One Donor Relationships
Practical Strategies • Real-Life Experience • Proven Results

Part 1 – WhatsApp Invitation

How do you get an appointment with a donor? Handle rejection? Turn a “no” into a future “yes”? Build long-term donor relationships? Stay motivated to keep making calls?

Drawing on more than 48 years of fundraising experience and over \$40 million raised through one-on-one donor relationships, Rabbi Yaakov Lieder will share practical, proven strategies for building meaningful donor relationships and achieving long-term fundraising success.

Monday Evening – 30 Sivan / 15 June
7:45 pm – 9:15 pm
Israeli Chabad House
173 Balaclava Road, North Caulfield

Investment: \$180

[REGISTRATION LINK TO BE INSERTED]

Places are limited and registration is essential.

Part 2 – Detailed Information and Registration

Join Rabbi Yaakov Lieder of Sydney for a practical and inspiring masterclass on the art and science of successful one-on-one fundraising.

Drawing on the Rebbe's teaching that the mission of a Shadar is to plant ruchnius and harvest gashmius, Rabbi Lieder will share lessons learned from more than 48 years of fundraising experience and over \$40 million raised through one-on-one donor relationships.

This interactive seminar will provide practical tools, proven techniques and real-life examples to help participants build confidence, strengthen donor relationships and achieve greater fundraising success.

Topics Include

- How to get an appointment with a potential donor
- How to handle rejection professionally and positively
- How to separate rejection of the request from rejection of the person, and remain positive, resilient and motivated after hearing 'no'
- How to take 'no' for an answer while preserving the relationship
- How to turn a 'no' into a future 'yes'
- How to plant ruchnius while seeking support for gashmius needs
- How to discover what a potential donor is genuinely interested in supporting
- How to follow up effectively after a donation
- How to turn a one-time donor into a regular donor
- How to turn a regular donor into a valued friend and partner
- How to stay motivated and consistently make calls to develop new donor relationships

Registration Information

Email registrations to: lieder@jfc.org.au

Full Name: _____

Occupation / Organisation: _____

Mobile Number: _____

Email Address: _____

The three most important things I would like to learn from this seminar:

1. _____

2. _____

3. _____

My biggest fundraising challenge:

Payment Details

Investment: \$180

Via our website: <https://www.jfc.org.au/>

Or by EFT:

Account Name: Jewish Family Centre

BSB: 082-356

Account Number: 2389 25 716

Please use "Masterclass" as the payment reference.

Optional One-on-One Coaching

Participants who attend the seminar will be eligible for a personalised one-hour coaching session with Rabbi Yaakov Lieder, valid for 12 months, for an additional \$120.

Usual value: \$260.

Questions? Please contact Rabbi Yaakov Lieder on 0411 759 721,
Rabbi@LiederEducation.com or www.LiederEducation.com