

STANFORD LAW SCHOOL  
LEVIN CENTER FOR PUBLIC SERVICE AND PUBLIC INTEREST LAW  
LEADERSHIP PIPELINE AND SUSTAINABILITY PROGRAM

**Session #: Non-Profit Revenue Models, Fundraising, and Financial Management**  
**March 8, 2019, 9:00 AM – 4:00 PM**

LOCATION: Lawyers' Committee for Civil Rights, San Francisco, CA

*\*\*Please note that we will begin each session promptly at 9 o'clock.  
We encourage you to plan to arrive by 8:45 AM to settle in and  
in case there are unexpected delays. \*\**

**AGENDA**

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| 9:00 AM  | Welcome<br>Overview of the Day; Learning Objectives   |
| 9:15     | Check-In & “Vote with Your Feet”  |
| 9:45     | Basics of Nonprofit Finances  |
| 10:45    | BREAK   |
| 11:00    | Budgeting Exercise  |
| 12:00 PM | LUNCH BREAK<br><i>**This is a real break. We will have food available for you (unless you tell us otherwise). You are welcome to stay at the training site or to go out. We ask that you do NOT go to your office and work during this break.</i> |
| 1:00     | Overview of Revenue Sources & Models  |
| 1:30     | Fundraising Exercise  |
| 2:30     | BREAK   |
| 2:45     | Fishbowl  |
| 3:45     | Action Items; Key Takeaways; Wrap Up  |