



Denali Fundraising Consultants

2025 Workshops & Webinars



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All are structured to the audience from 45 mins to 4 hours.

1. Fundraising 101 Best Practices

Dive into the essential principles of successful nonprofit fundraising in this foundational webinar. Whether you're new to fundraising or looking for a refresher, this session offers proven strategies to help you build strong relationships with donors, develop compelling campaigns, and create a sustainable funding model. Learn the art and science of fundraising with practical tools to take your efforts to the next level.

Learning Outcomes:

- Understand the key components of a successful fundraising strategy.
- Learn how to identify and engage potential donors effectively.
- Develop a sustainable approach to managing donor relationships.

2. Digital/Online & Social Media for Fundraising Success

In today's digital age, your nonprofit's online presence can make or break your fundraising efforts. This webinar equips you with the tools to navigate the digital landscape and leverage social media platforms for maximum impact. Learn how to craft engaging content, run targeted campaigns, and measure your online success to build a thriving donor base.

Learning Outcomes:

- Discover best practices for creating impactful digital campaigns.
- Learn to use social media platforms to attract and engage donors.
- Master analytics to measure and refine your online fundraising efforts.

3. Making the Ask with Confidence

The ask is one of the most pivotal moments in fundraising—and it doesn't have to be intimidating. This webinar will help you build the skills and confidence needed to approach donors with clarity and authenticity. Gain practical techniques to prepare for and deliver successful asks, fostering meaningful donor connections along the way.

Learning Outcomes:

- Develop a step-by-step approach for preparing for donor meetings.
 - Learn to craft personalized asks that align with donor motivations.
 - Build confidence in navigating challenging donor conversations.
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4. Nonprofit Board Roles & Responsibilities

A well-informed and engaged board is critical to a nonprofit's success. This webinar explores the key roles and responsibilities of nonprofit boards, including governance, fundraising, and strategic oversight. Equip your board members with the knowledge and tools they need to effectively support your organization's mission.

Learning Outcomes:

- Gain a clear understanding of board members' roles and responsibilities.
 - Learn strategies for improving board engagement and performance.
 - Understand how to align board efforts with organizational goals.
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5. Direct Mail Best Practices for Nonprofits

Direct mail remains one of the most effective tools for nonprofit fundraising. This webinar provides a comprehensive guide to creating direct mail campaigns that drive results. From crafting compelling letters to leveraging data and analytics, you'll learn how to make the most of this timeless medium.

Learning Outcomes:

- Understand the key elements of a successful direct mail campaign.
 - Learn techniques for writing persuasive and donor-centric appeals.
 - Discover how to analyze and optimize your direct mail efforts.
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6. Seven Rules of Self-Esteem for the Professional

Thriving in the nonprofit sector requires resilience and confidence. This inspiring webinar introduces seven actionable rules to boost self-esteem and maintain a positive outlook in the face of challenges. Discover how to nurture your personal growth while excelling in your professional role.

Learning Outcomes:

- Understand the link between self-esteem and professional success.
- Learn strategies for building and sustaining confidence in your work.

- Develop tools to manage stress and maintain a growth mindset.
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7. Mentorship, Coaching, and Workplace Sponsorship

Create a culture of collaboration and development within your organization. This webinar explores how mentorship, coaching, and sponsorship can enhance workplace dynamics and unlock potential. Gain insights into fostering meaningful relationships that drive individual and organizational growth.

Learning Outcomes:

- Learn the differences between mentorship, coaching, and sponsorship.
 - Develop strategies for implementing effective workplace programs.
 - Understand how to measure the impact of mentorship on organizational success.
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8. Effective Holiday Fundraising Campaigns

The holiday season is prime time for fundraising, and this webinar will show you how to make it count. Learn how to craft seasonal campaigns that resonate with donors, inspire generosity, and maximize year-end giving. Discover strategies for making your nonprofit stand out during the busiest giving season.

Learning Outcomes:

- Learn to create holiday campaigns that emotionally connect with donors.
 - Master timing and messaging for maximum donor engagement.
 - Discover innovative approaches to boost year-end fundraising results.
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9. Utilizing Behavioral Economics for Fundraising Success

Uncover the power of behavioral economics to transform your fundraising strategy. This webinar introduces psychological principles that influence donor behavior, helping you design campaigns that inspire action. Bridge the gap between data and emotion to achieve greater fundraising success.

Learning Outcomes:

- Understand how behavioral economics impacts donor decision-making.
 - Learn to craft campaigns that tap into donor motivations and emotions.
 - Discover tools to test and refine your fundraising strategies.
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10. The Offer

The offer is the centerpiece of any fundraising appeal. This webinar dives into how to craft offers that resonate with donors and drive results. Learn the art of aligning your organization's needs with donor values to inspire generosity and loyalty.

Learning Outcomes:

- Understand the components of a compelling fundraising offer.
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- Learn how to tailor offers to different donor audiences.
 - Gain insights into testing and optimizing your offers for success.
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11. Board of Directors Best Practices

Elevate your board's impact with this practical guide to best practices. This webinar covers recruitment, engagement, governance, and more to ensure your board members are equipped to lead effectively. Create a strong, mission-driven board to support your nonprofit's goals.

Learning Outcomes:

- Learn strategies for recruiting and retaining effective board members.
 - Understand the importance of board governance and accountability.
 - Discover tools to foster collaboration and engagement among board members.
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12. Dashboards for Organizational Success

Visualize your nonprofit's performance with powerful dashboards. This webinar shows you how to design and implement dashboards that track key metrics, enhance decision-making, and communicate progress to stakeholders.

Learning Outcomes:

- Learn how to identify and prioritize key performance indicators (KPIs).
 - Discover tools and techniques for designing effective dashboards.
 - Understand how to use dashboards to drive transparency and accountability.
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13. Train the Trainer – Moderating, Facilitating, and Presenting to Groups

Take your facilitation skills to the next level with this dynamic training session. Learn proven techniques for engaging audiences, moderating discussions, and delivering compelling presentations. Whether you're leading workshops or board meetings, this webinar will help you shine.

Learning Outcomes:

- Understand the principles of effective group facilitation and moderation.
 - Learn strategies for engaging diverse audiences and managing group dynamics.
 - Gain tools for crafting and delivering impactful presentations.
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14. Major Donor Fundraising Today

Navigate the evolving landscape of major donor fundraising with confidence. This webinar explores modern strategies for cultivating and stewarding major donors, ensuring your nonprofit builds long-term relationships that drive significant impact.

Learning Outcomes:

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- Learn how to identify and approach prospective major donors.
 - Understand best practices for building and maintaining donor relationships.
 - Discover innovative ways to secure transformative gifts.
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15. Organizational Requests for Support Best Practices

Writing compelling support requests is an art—and a science. This webinar provides a comprehensive guide to crafting persuasive proposals that stand out to funders. Learn how to align your nonprofit’s needs with funder priorities to secure critical support.

Learning Outcomes:

- Understand the components of a winning request for support.
 - Learn techniques for tailoring proposals to specific funders.
 - Discover strategies for building long-term relationships with funders.
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16. Resilience in the Face of the Known & Unknown

In a rapidly changing world, resilience is essential for nonprofit success. This webinar equips you with strategies to navigate uncertainty, adapt to challenges, and maintain focus on your mission. Build both individual and organizational resilience to thrive in any environment.

Learning Outcomes:

- Understand the importance of resilience in nonprofit leadership.
- Learn tools for managing stress and uncertainty in challenging times.
- Develop strategies to build organizational adaptability and strength.

Ken Miller, CFRE is a dynamic trainer, speaker, author and consultant. As the president of Denali FSP Fundraising & Grant Consultants, he leads transformative fundraising strategies, empowering nonprofits across sectors. Ken's workshops, like "Making the Ask with Confidence" and "Digital/Online & Social Media for Fundraising Success," are tailored to deliver practical, actionable insights for fundraising professionals. Recognized for his dynamic speaking style, he engages audiences with his deep knowledge of fundraising best practices, major donor relations, and nonprofit leadership, ensuring participants leave equipped for impactful outcomes.

In addition to his role as a consultant, Ken is an AFP Faculty Trainer and is a former AFP Global Board Member, African-American Development Board Member and the co-founder of Men of Color in Development (MOCID). Ken is dedicated mentor to young professionals, bringing a personal commitment to education and empowerment. With a strong focus on resilience, Ken’s own journey from recovery to professional success underscores his keynotes on topics such as “Resilience in the Face of the Known & Unknown.” Known for his commitment to nonprofit excellence and ethical standards, Ken combines his love for teaching, mentorship, and community impact into every speaking and teaching engagement, leaving a lasting impression on all who attend.