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Madison Institute – AHP Major Gifts Track
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As I reflect on my recent trip to the Madison Institute and my five days in the Major Gifts track, this experience has truly exceeded and surpassed my expectations. The information that was discussed and reading supplements in the infamous “red binder” are a testament of a highly focused course that is well worth the cost.

After having completed two years in the fundraising profession, I am doing everything I can to accelerate my learning. After reading the comments from last year’s bursary recipient for the Madison Institute as well as comments from a colleague of mine whom attended last year’s session, all comments were valid and concrete.

Before heading to the Madison Institute I had set an ultimate goal of taking this wonderful experience and using its full potential. I also established the following objectives:

- ✓ To develop a network with colleagues;
- ✓ To learn from the best and brightest in the industry;
- ✓ To help me fully understand my role of working with donors, volunteers and staff to raise funds through a variety of activities for the Foundation along with developing strategies tailored to areas of responsibility designed to maximize contributions;
- ✓ To come home full of ideas and techniques to employ so that we can fully live our mission.

I am happy to report that I can check off each of the above objectives. Another highlight at Madison was meeting a colleague from the Sanford Health Foundation and having an inside perspective of their recent \$400 million transformational gift from T. Denny Sanford. What a way to transform your Foundation and hospital for generations to come.

Then later in David Gillig’s presentation on Transformational Gifts and the Double Ask he discussed how each foundation should begin planning your transformational gift with our CEOs. This process may take a year or longer therefore planning is critical.

On a last note, as Sue Doliner from the Maine Medical Centre ended one of her presentations – Every night I go to bed and pray that.....
People with money get philanthropic and that people who are philanthropic get money!!

Thank you AHP Canada for this wonderful opportunity.
Sincerely, Jennifer Delorey Lyon