



## 2020 SPRING NONPROFIT WORKSHOPS

Vegso Community Resource Center (VCRC)  
261 NW 13<sup>th</sup> Street • Boca Raton, FL 33432  
(561) 620-2553 • [www.jlbr.org](http://www.jlbr.org)

### INTRODUCTION TO FINDING GRANTS & FOUNDATION DIRECTORY ONLINE

**Tuesday, January 7, 2020**

**10:00 a.m. – 12:00 p.m.**

**No Registration Fee**

This 2-part workshop will get you started with finding grants for your organization. First, we will review the 10 most important things you need to know about grantseeking while demystifying some of the biggest myths.

- Who funds nonprofits and what are their motivations.
- What do funders really want to know about the organizations they are interested in funding.
- How do you identify potential funders and make the first approach.

The second part of the workshop is hands-on and involves going into the Foundation Directory Online to begin exploring potential funders. Please bring a laptop or tablet computer; if you do not have one, contact [library@jlbr.org](mailto:library@jlbr.org) to reserve a computer to use during the session (quantities limited).

**Presented by the Junior League of Boca Raton Nonprofit Training Committee**

### TÁCTICAS Y ESTRATEGIAS EN MARKETING DIGITAL PARA CUALQUIER TAMAÑO DE ORGANIZACIÓN SIN FINES DE LUCRO O NEGOCIO (curso en Español/workshop in Spanish)

**Martes, 28 de enero de 2020**

**10:00 a.m. – 12:00 p.m.**

**Gratis**

NO crecen mis redes, pero pongo posts todos los días, que estoy haciendo mal o estoy dejando de hacer algo? Las redes sociales pueden llenarnos de alegrías o de frustración, una estrategia y tácticas correctas pueden hacer la diferencia.



#### Presentando por Aitor De Achurra

CEO/Owner Imaintegra LLC

Más de 21 años en puestos directivos en el mercado de seguros internacional, Prologada experiencia en la Atención de clientes y Telemarketing.

10 años implementando planes estratégicos en pequeñas y medianas empresas con Imaintegra LLC.

Imaintegra Digital Marketing

Estamos convencidos que el Marketing Digital de hoy es un motor imprescindible y crítico para el crecimiento. Desde pequeñas y medianas empresas hasta grandes corporaciones, todos necesitan de un esfuerzo activo de marketing digital para tener un impacto positivo en el resultado final.

Pero los esfuerzos pueden diluirse en el espacio y el tiempo si no se entiende cómo funciona este hábitat tan particular, regido por la era digital, el internet y las relaciones interpersonales en medios digitales.



JUNIOR LEAGUE OF  
**BOCA  
RATON**

## **THE POWER OF TEAM BUILDING**

**TO BE CONFIRMED-Tuesday, February 11, 2020**

**10:00 a.m. – 12:00 p.m.**

**No Registration Fee**

Join us for a session about the power of teamwork.



### **Presented by Pastor Bill Mitchell**

Bill Mitchell has been a pastor at Boca Raton Community Church since 2003. Prior to joining Boca Community Church, Bill had a career in real estate for over 25 years focusing on both residential and commercial real estate. He also was the Commercial Director for South Florida of a large nationwide real estate firm.

He has traveled to over 85 different countries and currently works with people and organizations in 36 countries through WorldLead, an initiative that mentors 125 young leaders of non-profit organizations around the world. Bill facilitates BocaLead, a monthly business forum that focuses on developing strong character and ethical business practices within the community. Each month more than 400 business leaders gather to

hear him speak on the topics of integrity, truth, and best business practices to help them in their businesses and make their community a better place to work, play and live. BocaLead has expanded into Fort Lauderdale and Miami. Bill has been married to Elizabeth for 37 years. They have five children and three grandchildren, all living in Boca Raton.

## **BOARD DEVELOPMENT**

**Tuesday, February 25, 2020**

**10:00 a.m. – 12:00 p.m.**

**No Registration Fee**

Join us for a discussion on board governance and best practices.

### **Presented by Jessica Ceceres**



Jessica Cecere, CEO of Nonprofits First and board governance expert will lead an interactive training on board governance best practices. This training will focus on board and individual board member responsibilities, board recruiting and development, productive and interactive board meetings and overall best practices. Q and A time will be provided and Jessica has promised to answer any and all questions with regard to nonprofit boards. Jessica Cecere Nonprofits First Inc., CEO, Business Entrepreneur, Consultant and Personal Finance Expert Jessica Cecere is the Chief Executive Officer of Nonprofits First, Inc. and has over 30 years of nonprofit leadership experience. Ms. Cecere is also a small business owner, consultant, and active

community volunteer. She earned a Bachelor's Degree from Florida State University in 1986. She was a Certified Consumer Credit Counselor, as well as a Certified Counselor for the Department of Housing and Urban Development (HUD). Ms. Cecere is an expert in board governance, nonprofit management and personal finance and has appeared in numerous local and national publications. Cecere was a long time local television media source in the area of credit and personal finance, as well as, serving as a frequent guest host on Clear Channel

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*Schedule last updated 01/28/2020*



Radio's WJNO morning news from 2010 – 2013.

Jessica Cecere has a long history of community involvement with many community service and nonprofit organizations. She is a graduate and active alumni of Leadership Florida and Leadership Palm Beach County. Jessica also serves on several committees. Jessica has served on 10 plus nonprofit boards and advisory councils from 1992 – 2019. She is currently a board member of the Executive Women of the Palm Beaches, the Central Palm Beach Chamber of Commerce Foundation and the Better Business Bureau.

### **INTRODUCTION TO FINDING GRANTS & FOUNDATION DIRECTORY ONLINE**

**Tuesday, March 10, 2020**

**9:00 a.m. – 11:00 a.m.**

**No Registration Fee**

This 2-part workshop will get you started with finding grants for your organization. First, we will review the 10 most important things you need to know about grantseeking while demystifying some of the biggest myths.

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**Presented by TBD**

### **7 SECRETS ON HOW TO ESTABLISH AND GROW A NONPROFIT 501(C)(3)**

**Tuesday, March 24, 2019**

**10:00 a.m. – 12:00 p.m.**

**No Registration Fee**

In this program you will learn the secrets to setting up and operating a successful not-for-profit organization. Note: This is a repeat session of this very popular workshop that was held in October 2019.



#### **Presented by Lauren A. Cohen, Esq.**

When entrepreneurs and business owners want to ensure they have a sound corporate infrastructure for growth, need to protect their financial interests, wish to craft a professional strategic business plan, or plan to eventually execute a profitable exit, they call expert advisor and attorney Lauren Cohen.

For over twenty years, Lauren and her teams at e-Council Inc.com and ScaleUp Enterprises have advised U.S. and international businesses, providing concierge-level, professional guidance in many of the areas critical to success, including professional business plans, financing, legal and compliance matters, insurance and licensing, and operational systems and security. Lauren is also a non-profit specialist both in terms of setup and ongoing operations and compliance. A graduate of York University and Osgoode Hall Law School in Toronto, Canada, Lauren is also an expert in business immigration law, boasting a stellar record helping foreign entrepreneurs realize the “American Dream” by obtaining EB-5, E-2, L-1 and other business visas and starting a business in the U.S. or investing in an established corporation. In doing so, her clients have raised and invested millions of dollars in capital. Lauren has

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spoken throughout the world on the topics of business immigration and scaling businesses, and she was recently named to the faculty of the Forbes and INC.-renowned global networking and training program for successful business owners.

In 2017, Lauren was recognized as a “Super Lawyer” by Attorney-at-Law magazine and in 2018 received the “Leader in the Law” award from the Florida Association of Women Lawyers. She was recently featured on the global TV series Unlocking Your Limitless Life and has been interviewed on NPR and NBC-6 and quoted in The Wall Street Journal, The South Florida Business Journal, The Palm Beach Post and several other news outlets and publications. Lauren is also a regular featured guest on webinars, podcasts, radio shows and other similar media.

### **UNSHACKLING THE SPIRIT OF PLANNED GIVING**

**TBD**

**10:00 a.m. – 12:00 p.m.**

**No Registration Fee**

This presentation will describe a values-based methodology of Charitable Planned Giving.

The United States is presently in the midst of the largest wealth transfer in history. It has been predicted that before 2052, approximately \$41 trillion will transfer from Baby Boomers (1943-1960) to their children. In order to take advantage of this historic transfer of wealth, nonprofit organizations should seriously consider strategically advancing planned giving procedures for identifying, educating, and cultivating such potential donors.



#### **Presented by Dr. Frank Marangos**

Dr. Frank Marangos is CEO and Founder of OINOS Educational Consulting. He received a Doctors Degree in Adult Education (Ed.D.) from NOVA Southeastern University (Ft. Lauderdale, FL) and a Doctorate in Ministry and Childhood Education (D.Min.) from Southern Methodist University (Dallas, TX).

In addition to being a certified Fellow in Charitable Estate Planning (FCEP), and a member of the Association of Fundraising Professionals (AFP), Marangos is a Certified Practitioner and Interpreter of Myers-Briggs Type Instruments (MBTI), the Murphy-Meisgeier Type Indicator for Children (MMTIC), KLIEN, and FIRO-B Business™ Assessments. These and other tools provide vital psychometric information for teacher training, teambuilding, organizational development, and personalized academic coaching for youth and adult learners.

Dr. Marangos has taught at several American colleges and universities. He is a nationally Certified Distance Learning Leader with extensive expertise in developing and conducting on-line distance learning courses. He has offered numerous courses as an adjunct assistant professor at Saint John’s University (Queens, NY).

Apart from creating the CANA Curriculum Design Model, Marangos has co-authored several interactive educational CD-ROM resources for families and teachers.

He is a Vice President with Thompson and Associates ([www.ceplan.com](http://www.ceplan.com)) – a company that specializes in providing planned giving expertise to nonprofits and educational organizations. The firm does not replace development office personnel but compliment/assist them to increase donor contributions. Nonprofits can expect an annual ROI that typically ranges between \$35-\$70 for each \$1 of invested.

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In addition to the aforementioned – Marangos served as Managing Director for The Pelican Group – a highly specialized financial services and development counseling firm that provides financial and strategic consulting, capital resource and investment management advisory services, development and fundraising counsel, and stewardship education to dioceses, Catholic schools and universities, religious orders, and other organizations related to and part of the Catholic Church.

Dr. Marangos offers his expertise as a Senior Business Coach and Consultant for AWAKE Consulting Group. by providing training and support to entrepreneurial leaders on a variety of business and marketing strategies. He has conducted Focus-Group Research, Organizational Scans (SWOT) and Communication Audits.

Prior to launching OINOS Educational Services, Marangos served as the National Director of Religious Education and Executive Director of Communications for the Greek Orthodox Archdiocese of America. He was also Dean of the Archdiocesan Cathedral of the Holy Trinity in New York City.

## **INSPIRED ACTION**

**TBD**

**10:00 a.m. – 12:00 p.m.**

**No Registration Fee**

90-minute mastermind session to jumpstart your productivity.

Are you busy every week, but at the end of the month feel like you haven't accomplished anything? Do you have dreams you've talked about pursuing for years, but never seem to get around to them? Maybe it's a creative passion project like starting a podcast, writing a book, or creating videos. Maybe you have brilliant marketing ideas or initiatives you want to implement in your business, but you simply can't find the time to make it happen. Whatever the case, it's time to stop making excuses and start taking action.

Inspired Action is a small group mastermind dedicated to helping you get out of your head and finally create results in your business and life.

During this workshop you will:

- Commit to tackling one goal over the next 30 days
- Construct an action plan for success
- Identify key collaborators to help you
- Create strategies to hold you accountable



### **Presented by Kate Volman**

Kate Volman is the CEO of Floyd Consulting. She and her team are dedicated to helping individuals and organizations become the-best-version-of-themselves by providing training, coaching, speaking, and consulting services. With years of coaching and consulting experience and having been a business owner herself, she fully understands the professional challenges her clients face. She is committed to helping them grow. Kate has worked with both large and small businesses, and brands such as GoDaddy, [Entrepreneur.com](https://www.entrepreneur.com), and [StartupNation.com](https://www.startupnation.com). She is also a sought-after speaker, trainer, and coach. Her love of business began while working at the Greater Boca Raton Chamber of Commerce. During her eight-year tenure, she created and led a variety of programs, workshops, and initiatives to help business

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owners build effective relationships and execute results-driven marketing strategies. She decided to leave the chamber world to pursue an exciting role as Marketing Director for the City of West Palm Beach Community Redevelopment Agency where she expanded their online presence and community engagement. After learning so much about business, networking, and the importance of giving back to the community, she decided to start a marketing consulting agency. Through her coaching and training programs, she helped organizations build better relationships with their customers, resulting in increased revenue and profitability. Kate enjoys being involved in her community. She co-created and co-hosted Delray Morning Live, a weekly live morning show to highlight businesses in Delray Beach. She co-created and co-hosts Trajectory, a podcast dedicated to helping small businesses grow. She also serves on the board of the Women's Foundation of Florida and is involved with a number of local charities focused on helping women, children, and families.