

## ARE YOU A LOCAL HISTORY PARTNER?

Many local history organizations join the Indiana Historical Society to receive discounts on workshops and programs and to receive IHS publications like *Traces* magazine. With the opening of the *Indiana Experience*, a membership also entitles you to free admission for two people at any visit to the IHS.

If your organization hasn't chosen to be a Local History Partner member, you're missing out on valuable benefits:

- Host and set the topic for an LHS "In Your Neighborhood" meeting.
- Implement what you learn in LHS workshops through a follow-up consultation by LHS staff.
- Set up a consultation with other IHS departments.
- Receive an additional discount for an LHS workshop and a second set of workshop materials.
- Advertise an event or exhibit in the enhanced "Partners' Platform" in *Communique Online*.
- Attend partners-only events.
- Borrow the Collections Issues Trunk.

Contact us if you have any questions or would like to join! Call (317) 232-4591 or e-mail [localhistoryservices@indianahistory.org](mailto:localhistoryservices@indianahistory.org).



## IN YOUR NEIGHBORHOOD

Local History Services staff will be available for short consultations at the sites below. You are invited to meet, share and connect with other historical organizations and county historians. Feel free to call in advance about issues you are facing or just drop in to ask a question or share a success story.

**Wednesday, Sept. 15, 10:30 to 11:30 a.m.**

Lawrence County Museum  
929 15th St., Bedford

**Tuesday, Nov. 9, 10:30 to 11:30 a.m.**

Fulton County Museum  
37 E. County Road 375 N., Rochester

## 2011 WORKSHOP TOPICS

The topics below and others will be offered in 2011. Will one of them help you improve your local history organization?

- Cemetery Preservation (Basic and Advanced)**
- Collections Preservation (Basic)**
- Financial Management 101**
- Fundraising Planning**
- Managing Organizational Change**
- Planning for Beginners**
- Polish Your Image: Using Design Principles to Improve Your Marketing Materials**
- Stewarding Historic Structures**

Visit [www.indianahistory.org/lhs](http://www.indianahistory.org/lhs) and click on "Workshops" for updated details in November or December. Or subscribe to *Communique Online* to receive weekly updates on LHS workshops and other training opportunities around the state, across the country and online. To subscribe, e-mail [col@indianahistory.org](mailto:col@indianahistory.org) with "Subscribe" in the subject line.



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# INDIANA HISTORICAL SOCIETY LOCAL HISTORY SERVICES



## News and Events

SEPTEMBER THROUGH DECEMBER 2010



(800) 447-1830 or (317) 232-1882  
[localhistoryservices@indianahistory.org](mailto:localhistoryservices@indianahistory.org) • [www.indianahistory.org/lhs](http://www.indianahistory.org/lhs)

INDIANA'S STORYTELLER: CONNECTING PEOPLE TO THE PAST

# WORKSHOPS

## Getting Money: Membership

Monday, Oct. 4, 9 a.m. to noon

Madison County Historical Society, Anderson  
Instructor: Ron Newlin, owner, Newlin Associates  
\$20, \$15 IHS members, \$10 Local History  
Partners (lunch on your own)  
Register by Sept. 27

Would you like to have more people support your organization? Would you like to bring in more money through memberships? Do you know what role membership plays in overall fundraising? Find out how a good membership program connects your organization with your biggest group of supporters.

### In this half-day workshop, you will learn how to:

- Conduct a membership campaign
- Expand your membership pool
- Make preparations to use membership as a springboard for other types of fundraising

## Getting Money: Annual Giving

Monday, Oct. 4, 1 to 4 p.m.

Madison County Historical Society, Anderson  
Instructor: Ron Newlin, owner, Newlin Associates  
\$20, \$15 IHS members, \$10 Local History  
Partners (lunch on your own)  
Register by Sept. 27

Do you need more funds for general operating expenses? Have you pondered asking for annual gifts but don't know where to start? Are you afraid of alienating your members by asking for additional funds?

### In this half-day workshop, you will learn how to:

- Write a powerful request for an annual gift
- Distinguish annual giving from membership renewals
- Create and implement a multi-year annual giving campaign

## Getting Money: Big Gifts

Monday, Oct. 18, 9 a.m. to 3 p.m.

Madison County Historical Society, Anderson  
Instructor: Ron Newlin, owner, Newlin Associates  
\$20, \$15 IHS members, \$10 Local History  
Partners (lunch on your own)  
Register by Oct. 12

Who can I ask for a large gift? How do I do it? Many people are intimidated by the prospect of looking a friend, colleague or business associate in the eye and asking for more than \$100. As board members or staff of nonprofit local history organizations, we know that it is our job to raise money, but it's not a role we feel comfortable with. Yet, directly asking for large gifts is usually the most cost-effective and quickest way to increase funding.

### In this workshop, you will learn:

- How to think about asking for money as something other than begging
- What you need to know about your organization and its special projects before you consider asking for large gifts
- Who might give a larger gift in your area and how to identify them
- How to role-play asking for a large gift with other board and staff members
- How to share your fundraising progress to best build upon your success
- What to do after you receive a gift



# WORKSHOP REGISTRATION

## Getting Money: Membership – Oct. 4 (morning)

\$20, \$15 IHS members, \$10 Local History Partners

Number of people: \_\_\_\_\_ Price \_\_\_\_\_

## Getting Money: Annual Giving – Oct. 4 (afternoon)

\$20, \$15 IHS members, \$10 Local History Partners

Number of people: \_\_\_\_\_ Price \_\_\_\_\_

## Getting Money: Big Gifts – Oct. 18 (all day)

\$20, \$15 IHS members, \$10 Local History Partners

Number of people: \_\_\_\_\_ Price \_\_\_\_\_

Amount Due \_\_\_\_\_

Name(s) \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

### Method of Payment

Check (payable to Indiana Historical Society)

MasterCard     American Express

Visa                 Discover

Credit Card No. \_\_\_\_\_

Expiration Date \_\_\_\_\_

**Questions?** Contact us at (800) 447-1830 or  
localhistoryservices@indianahistory.org.

### Mail to:

Local History Services  
Indiana Historical Society  
Eugene and Marilyn Glick Indiana History Center  
450 West Ohio Street  
Indianapolis, IN 46202