

KARI KAY KIETZER

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Courses & Seminars Attended

- **Blackbaud Raiser's Edge**
- **CASE Online Speaker Series**
 - The Art of the Cold Call
 - Developing Successful Major Gift Partnership
 - Stewardship: The Second Most Powerful Move
- **Development Services Workshop**
- **Advancement Research Workshop**
- **Nuts & Bolts of Gift Agreements**
- **Donors, Deals & Development:** Practical Solutions to Ethical Challenges in Fundraising
- **HIPAA Fundraising Regulations**
- **Your Name in Lights: Donor Recognition**
- **Until Death do us Part:** The ABCs of Planned Giving
- **Donor Communications:** The Art of Informing and Thanking our Donors
- **Report Concepts, Specifications, and Retrievals**
- **Patient Relations and Development** –by Dr. Robert Krasner, University of Miami School of Medicine
- **Fund Raising Essentials Class** –by Doug Ray, University of Miami, Rosenstiel School of Marine and Atmospheric Science
- **Major Donor Strategy Development Workshop** – by Karen Osborn, President of the Osborn Group, Inc.
- **How to Close a Gift** –by Susan Jones & The Brown Bag Lunch Series
- Advancement Orientation – University of Miami, Gables Campus
- Advancement Orientation – University of Miami, Medical Campus
- **AdvanSys**
 - Biographical Inquiry
 - Biographical Updating
 - Financial Inquiry
 - Prospect Management
- CASE Conference Attendee, July 2002