



In partnership with the **Martinsville Area Community Foundation**, through our **Nonprofit Leaders Network (NPLN)**, we host monthly workshops for nonprofit professionals to learn, network and re-energize, except for the months of June and July.

Our newly designed 10-month workshop series aims to strengthen the leadership, management and adaptive capacities of our nonprofits, both large and small, from those who are just starting out to longstanding organizations.

Cost:

- Member Fee: \$0
- Non-Member Fee: \$5 per person

Why should my organization join NPLN?

For \$250 a year, NPLN can provide you access to the tools and expertise to raise grant funds, build individual and business support and drive performance, board engagement and community trust. For benefits, go to UnitedWayofHCM.org.

Upcoming Workshops – All workshops are held at the New College Institute’s King Building, 30 Franklin Street in Uptown Martinsville, from 8 a.m. to 9:30 a.m. with early morning refreshments.

- **Fundraising: Annual Giving, Capital Campaigns and Donor Engagement**

When: Thursday, August 31

Presenter: Rhonda Knight, Director of Development, Virginia Legal Aid Society, a nonprofit law firm that provides legal information, advice and representation in civil cases to underprivileged individuals and families. Ms. Knight has nearly 18 years of fundraising experience with VLAS. She is passionate about her work, which translates into successful fundraising and a stronger, more relevant VLAS.

Register

- **Effective Board Meetings: What every Executive Director should know**

When: Thursday, September 28

Presenter: Dr. Martha Walker, Community Vitality Specialist, Virginia Cooperative Extension, an educational outreach program of Virginia Tech and Virginia State University with a goal of putting university knowledge into the hands of people. Dr. Walker launched Virginia Cooperative Extension’s grassroots leadership program, *Innovative Leadership: Building Community Connections*, 18-hour training focused on building leadership skills and knowledge. Building on the success of the leadership program, Dr. Walker and her colleagues adopted the University of Maine’s *Strengthening Your Facilitation Skills* program and trained hundreds of residents in the best practices of facilitation.

Register

- **Community Reinvestment Act (CRA): What is it? Why is it important to NPLN?**

When: Thursday, October 26

Presenter: Beverly Pitzer, Vice President, CRA and Fair Lending Officer, Carter Bank & Trust, one of the largest independent community banks in Virginia with 122 branches in Virginia and North Carolina and more than 900 employees. Born and raised in Martinsville, Ms. Pitzer will share why she accepted Carter Bank & Trust’s offer to become its CRA expert after working in banking in San Francisco for the last decade. CRA requires banks to assess community needs, conduct marketing and outreach campaigns and consult with community stakeholders to develop financing options for affordable housing and economic development activities. Ms. Pitzer said, “This is my dream job.”

Register

- **The Growth of Social Entrepreneurship: What impact will this have on nonprofits?**

[Register](#)

When: Thursday, November 30

Presenter: Dr. Angeline Godwin, President, Patrick Henry Community College, one of 23 Virginia community colleges and has been rated among the top 10 most tech-savvy community colleges in the country by the Center for Digital Education. A serial entrepreneur, Dr. Godwin has started, owned and operated a number of retail, technology and service companies. Dr. Godwin is fascinated with the growth of social entrepreneurship and believes this is the future of our nonprofits. A social entrepreneur, similar to a business entrepreneur, builds strong and sustainable organizations, which are either set up as nonprofits or companies.

- **The Brand in You: Building and Maximizing Your Personal Brand**

[Register](#)

When: Thursday, December 6

Presenters: Rachel del Campo Gatewood and Hollie Adams of River District Consulting, a firm headquartered in Chatham that provides organizations with the tools and leadership required to set a clear strategic direction, turning good intentions into great outcomes. Ms. del Campo Gatewood is experienced in leading advancement teams and making ambitious aspirations possible. Ms. Adams is top in her field as a marketer by helping organizations test, prove and adapt in a competitive environment. Is it possible to think of yourself as a product? According to Ms. del Campo Gatewood, "The strongest brands are powerful, authentic, consistent, visible and valuable. The same qualities apply to personal brands."

About the Nonprofit Leaders Network

Formed in 2004, United Way's NPLN is a member-driven resource exclusive to nonprofits. We strive to strengthen area nonprofits to help them advance their missions and give their staff, board members and volunteers the tools necessary to reach their full potentials. A strong nonprofit network is key to a resilient, growing community.

About United Way of Henry County & Martinsville

With more than 200 volunteers and nearly 3,200 donors in Martinsville-Henry County each year, United Way is the area's largest privately-funded nonprofit, addressing the community's immediate and long-term needs in the focus areas of education, financial stability and healthy living, which are the building blocks for a good quality of life.

**Questions about NPLN? Please contact United Way of Henry County & Martinsville • 276.403.5962
Join online, UnitedWayofHCM.org and under "Special Instruction," write, "NPLN"**