

***Alexandra Brovy***

***Planned Giving Training Boot Camp.***

This interactive “boot camp” briefly reviews a variety of training scenarios that gift planning officers may face. Several case studies will be presented, and participants will form groups to dissect the scenarios and propose a training plan—including proposed written materials, measuring success, and follow-up steps—which will be shared with all participants. The speaker summarizes the groups’ conclusions and concludes with some best practices.