

*"This was a concise overview of the variables that require consideration when creating a strategic development plan. I would recommend it for anyone in the fundraising or development field because it nicely frames the big picture."*

-Katherine Marsh, Make-A-Wish Western New York From  
CharityHowTo Webinar

*"During our school's capital campaign to raise \$4.5 million dollar for a new athletic complex, Tracy played an important role in the process and helped us achieve success."*

-Dr. Jan Pullen, Head of School Saint  
Stephen's Episcopal School

*"I sat in your session 'Fundraising with a PLAN'. Found it very insightful. This is my first time putting together a development plan. You made the process of doing that somuch easier for me."*

-Gacintha Deveaux-Gordon, Development Officer  
One Eleuthera Foundation

*"There are a lot of regulations, both state and federal, with which nonprofit organizations must comply. It can be tedious and time consuming to keep up with all of the requirements, but doing so is an absolutely imperative part of running a successful and transparent organization. I rely on Phil-Com when I have questions about compliance; I take advantage of their regulatory research so that I can focus my time delivering on the mission of my organization."*

-Janene Amick, CEO, Manatee Performing Arts Center

*"As a new board member, I found this training very helpful. Thanks for sharing your expertise!"*

-April Speck-Ewer, Community Board Member

*"Basic fundamentals of a good Development Plan, including ways to analyze effort required vs benefit. Appreciated how presenter explained Development Plan within Strategic Plan, how to respond to last minute suggestions from eager volunteers who do not know the Plan."*

-Ellin Barret, California Revels, from CharityHowTo Webinar

*"A huge THANK YOU to you... for that amazing seminar. It's rare to find a training session packed with so much information. Tracy Vanderneck did an amazing job presenting an incredible wealth of information in such a short time. I walked away from the session charged up and ready to get good things happening."*

-A Florida-based wildlife center