



Nancy Bocskor

Passion Driven Leadership™

All Politics is Still Personal

Who Should Attend?

- ◆ Corporate Executives
- ◆ Non-Profit Leadership
- ◆ Small Business Owners
- ◆ Government Relations Professionals
- ◆ Association Executives
- ◆ Fundraising Professionals
- ◆ Political Party and Citizen Activists
- ◆ Women Leaders and Future Leaders

Nancy Bocskor

3323 N. Washington Blvd
Arlington, VA 22201

703-276-7488

PassionDrivenLeadership.com

A nationally recognized educator, speaker and author, named a "Rising Star in Politics" by *Campaigns and Elections* magazine, and profiled in the *Wall Street Journal* as one of the "top PAC-party organizers", Nancy Bocskor has now been tagged an international Democracy Coach by *Die Welt*. Her dynamic presentations inspire citizen activists to take the proven path to positive politics: Passion Driven Leadership.

What is Passion Driven Leadership™?

The ability to inspire action in others by harnessing the boundless enthusiasm and deep feelings of the human heart. The Passion Driven Leader provides a framework to empower courage and guide the process while simultaneously tapping the emotional energy and talent of the community. It draws on the Power of Good in individuals as a catalyst to transform concern into action.

Most Requested Presentations

All Politics is Still Personal

How Personal Relationships Still Matter in This Age of New Media

New Media experts believe the wave of the future is through blogging your thoughts, texting acquaintances and visiting virtual realities. But our world is real, not virtual, and we can't solve real world problems with virtual solutions. This presentation shows how we harness the boundless enthusiasm and deep feelings of the human heart through personal relationships.

You will discover:

- ◆ Why personal relationships are critical for community change
- ◆ How to find the balance between high tech and high touch
- ◆ When you know your core values, you find the courage to lead change
- ◆ The six key steps to building your personal trust assets

Go Fish:

How to Catch (and Keep) Contributors

Relationship fundraising is cost effective, the return is high, and the results can be immediate. But for it to work, you must understand why people give money. Just as different fish require different bait and equipment, different people need different approaches. This presentation explains relationship fundraising and how to help each donor move from concern to cash.

You will discover:

- ◆ The secrets of building a fundraising machine
- ◆ How to build a powerful finance team
- ◆ How to organize fundraising events that actually raise money
- ◆ How to ask for money, even if you hate to
- ◆ How to network your way to cash
- ◆ There's no place like home when it comes to raising money

PassionDrivenLeadership.com

Nancy Bocskor

Passion Driven Leadership™

About Nancy Bocskor

Nancy Bocskor helps individuals and organizations raise money and win campaigns – without losing their souls, savings or sanity. Her mission, in the United States and internationally, is to teach citizens how to communicate with passion to affect change in their communities.

She just completed a stint as Education Director for American Solutions, a new non-profit, non-partisan organization whose General Chairman is former House Speaker Newt Gingrich.

As Education Director, Nancy was responsible for recruiting and training thousands of volunteers to help organize interactive Solutions Day workshops in their communities on Saturday, September 29. More than 2000 citizens hosted workshops in all 50 states, where Americans discussed positive solutions to critical challenges facing our nation.

Nancy's appointment brought her career full circle: in 1979, during his freshman term in Congress, Newt hired Nancy as his legislative correspondent. She ultimately served as his chief legislative assistant.

Since then, Nancy has spent her career working in politics – as a chief of staff on Capitol Hill, as a campaign manager, as a fundraiser and as a political educator. In 1990, Nancy started The Nancy Bocskor Company, a political consulting firm specializing in training officeholders, candidates and campaign workers, and fundraising for Members of Congress.

Nancy has taught campaign schools in all 50 states and many foreign countries, and consistently receives top marks for her innovative techniques and her humorous anecdotes.

Nancy was selected by the Foundation for the Defense of Democracies as a “mentor” to women candidates from the Middle East. She spent a week in Turkey training more than a dozen candidates from Jordan, Morocco and Algeria. One of her candidates was the top woman vote getter in Jordan and will be seated in the new Parliament. She just returned from Lithuania where she conducted a three-day leadership conference for women from Belarus.

Nancy is a member of the Board of Directors of the Women's Campaign School at Yale, where she chairs the school's Curriculum Committee. Nancy's work on behalf of her clients has been highlighted in *The Wall Street Journal*, *The Washington Post* and on National Public Radio. Named a “Rising Star in Politics” by *Campaigns & Elections* magazine, she was featured in the PBS documentary, “Vote for Me: Politics in America.” She has also served as a political analyst for CNN, and has appeared on C-SPAN.

The Democracy Coach

November 19th, 2007 - Translated from *Die Welt* (original article)

Nancy Bocskor spreads democracy throughout the world as an ambassador in the spirit of US President George Bush. The lively American travels from one country to the next coaching candidates on how to win elections, especially encouraging women to make it into parliament.

Testimonials

“Thank you for meeting with the Indiana Leadership Forum's Class of 2007. The class enjoyed your presentation, with one member saying she was inspired to go out and raise money without ever having done it before. I would certainly take it as a sign that you reached the members of your audience.”

Holly M. Davis
Executive Director

“Thank you. Your exceptional presentation at the Campaigns & Elections magazine campaign seminar. It's always a pleasure seeing professionals willing to share their hard earned knowledge with others. It was also great to know you've worked in Texas. It's nice to see a friendly face when away from home.”

Rusty Ballard
Chairman, Ellis County GOP

Selected Clients

- ◆ The American Chiropractic Association
- ◆ The American Medical Association
- ◆ Building Industry Association of Washington State
- ◆ Independent Insurance Agents
- ◆ National Association of Home Builders
- ◆ The National Association of Women Business Owners
- ◆ National Confectioners Association
- ◆ The National Foundation of Women Legislators
- ◆ The National Association of Independent Insurers
- ◆ National Association of Realtors

Teaches Classes At

- ◆ George Washington University
Graduate School of Political Management
Fall 2006: Strategy and Message
Spring 2007: Fundraising
Fall 2007: Executive Fundraising
- ◆ American University
Spring 2004: Political Fundraising
Fall 2006: Political Fundraising

Has Spoken To

- ◆ Harvard University
Kennedy School of Government
Women's Leadership
- ◆ Yale University
The Women's Campaign School at Yale University
Fundraising Volunteer Recruitment and Voter Registration
- ◆ Georgetown University
The Fund for American Studies
Fundraising
- ◆ San Diego State University
Women's Leadership Program
- ◆ University of Texas
The Annette Strauss Institute
Fundraising
- ◆ American University
Campaign Management Institute
Event Planning
- ◆ American University
Women and Politics Institute
Women's Leadership and Fundraising