

Fundraising Bright Spots

Making Fundraising Work for Your Organization

Welcome!

Culture & Mindsets

Systems

Money &

Structures

Practices

Plans

Skills

Fundraising Bright Spots Program!

People

Introduce yourself in chat response

- Your Name
- Your Organization
- 1 Superpower you bring to developing donor relationships

Bright Spots Learning Community

- Five full day in person sessions.
- Learning & Action Pairs.
- Share results, learning @ each session in the large group.
- Our team will be available for check in and coaching in between sessions.

Changing Mind Sets

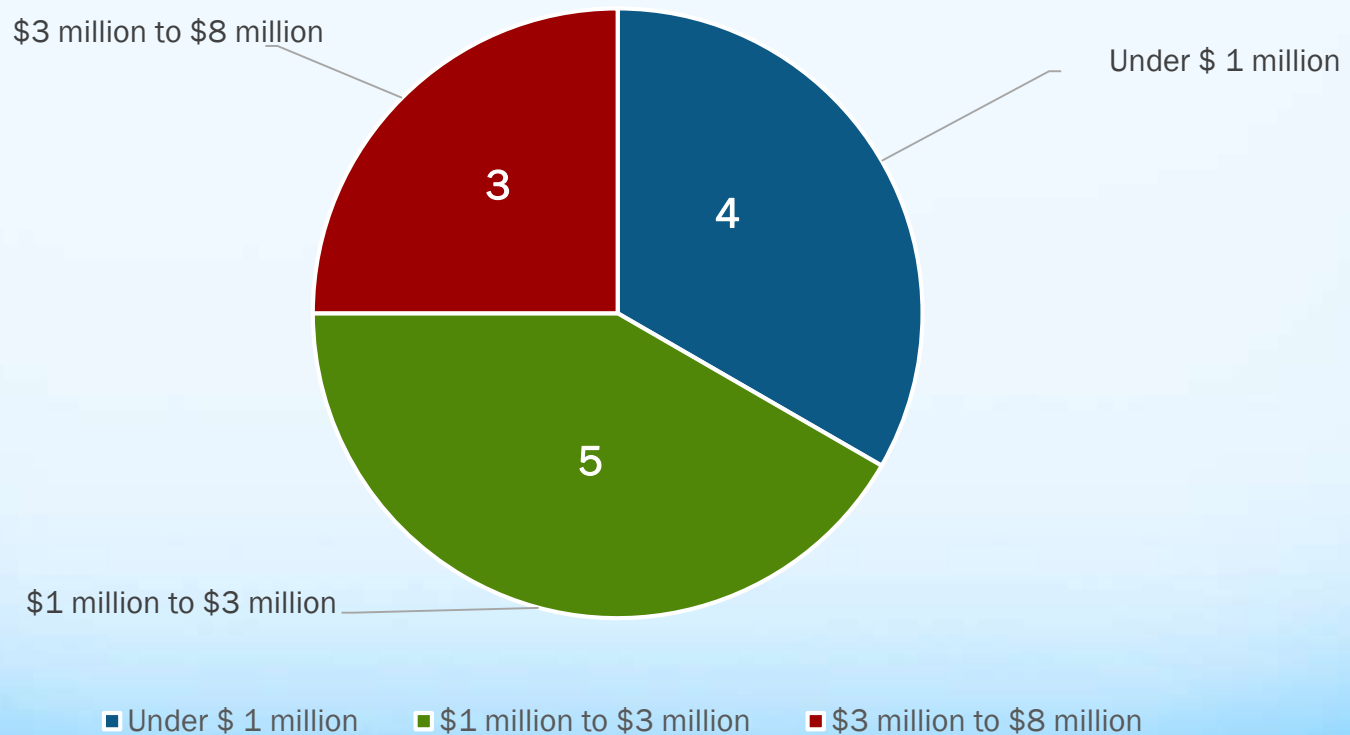
1. Core to Groups Identity
2. Distributed Broadly Across Group
3. Authentic Relationships
4. Diligence in Systems

What's Your Mind Set About Fundraising?

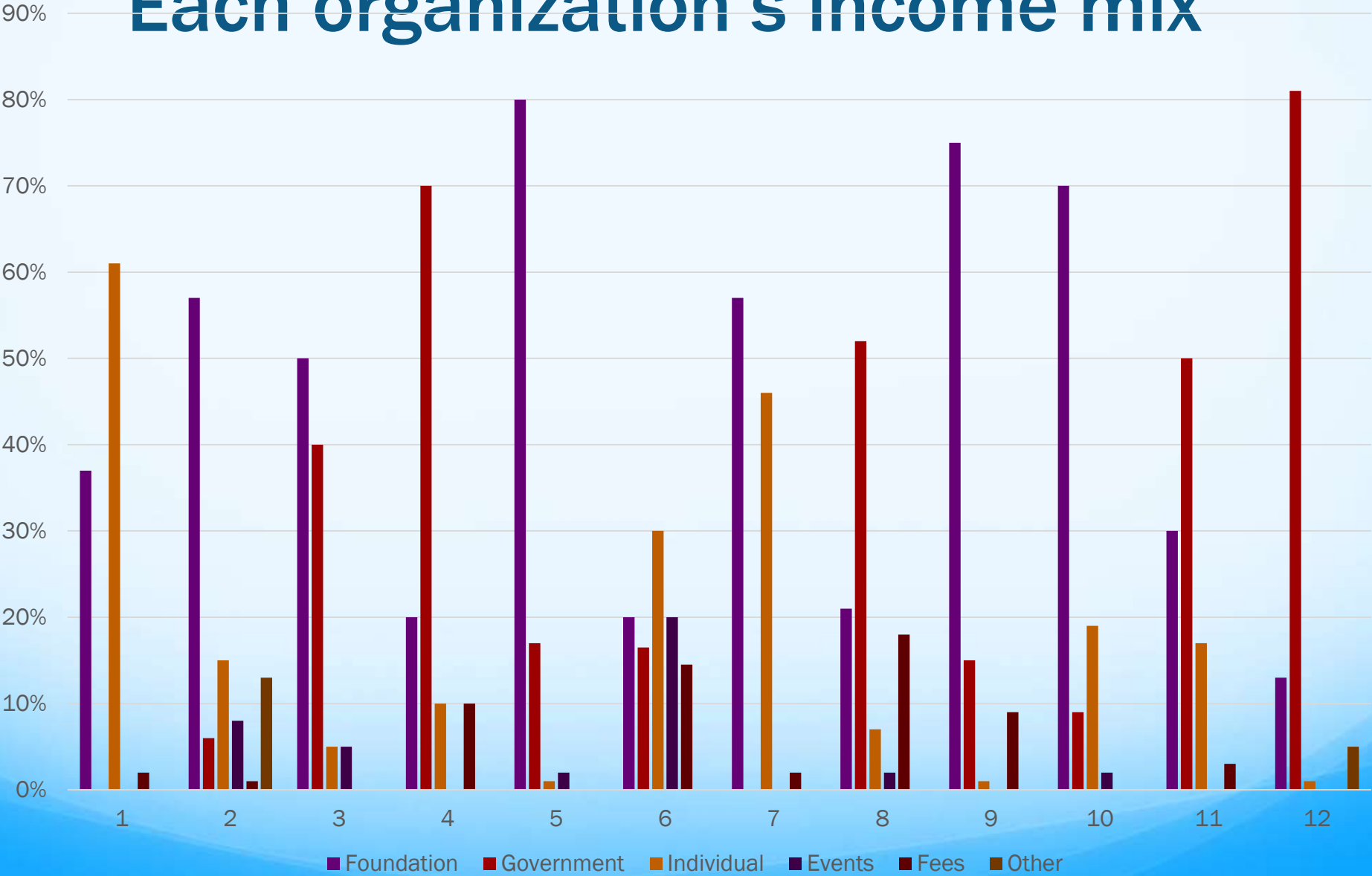
Insert Video

About the Learning Community

Cohort by Budget Size



Each organization's income mix

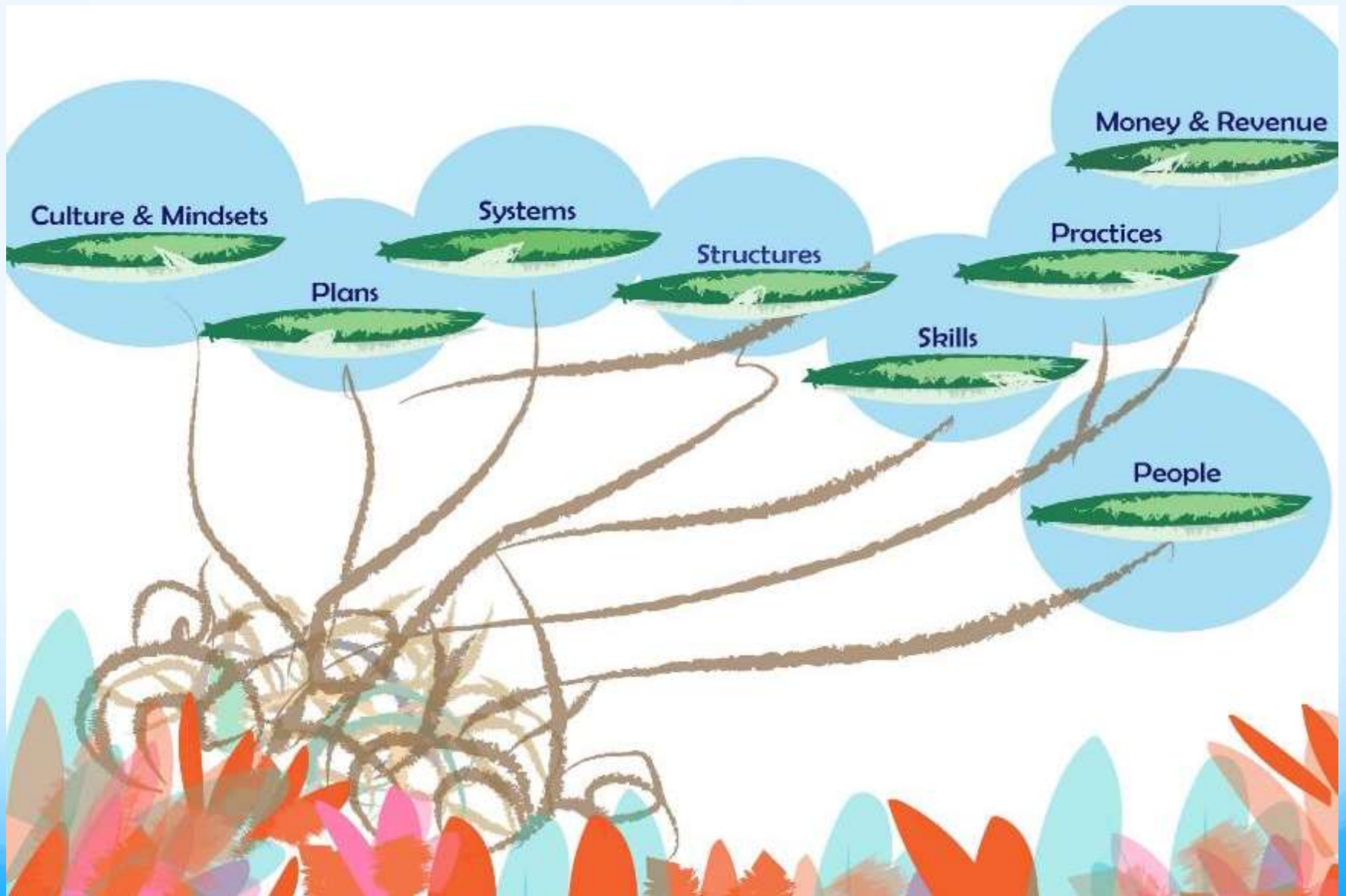


POLL: Think of your time on average each week:

- I spend _____ in fundraising (identifying, cultivating, asking, stewarding individual donors, and working on donor communications)
- 4 hours a week
- 8 hours or a day a week
- 15 hours a week
- 30 hours +

Meet the Bright Spots Team

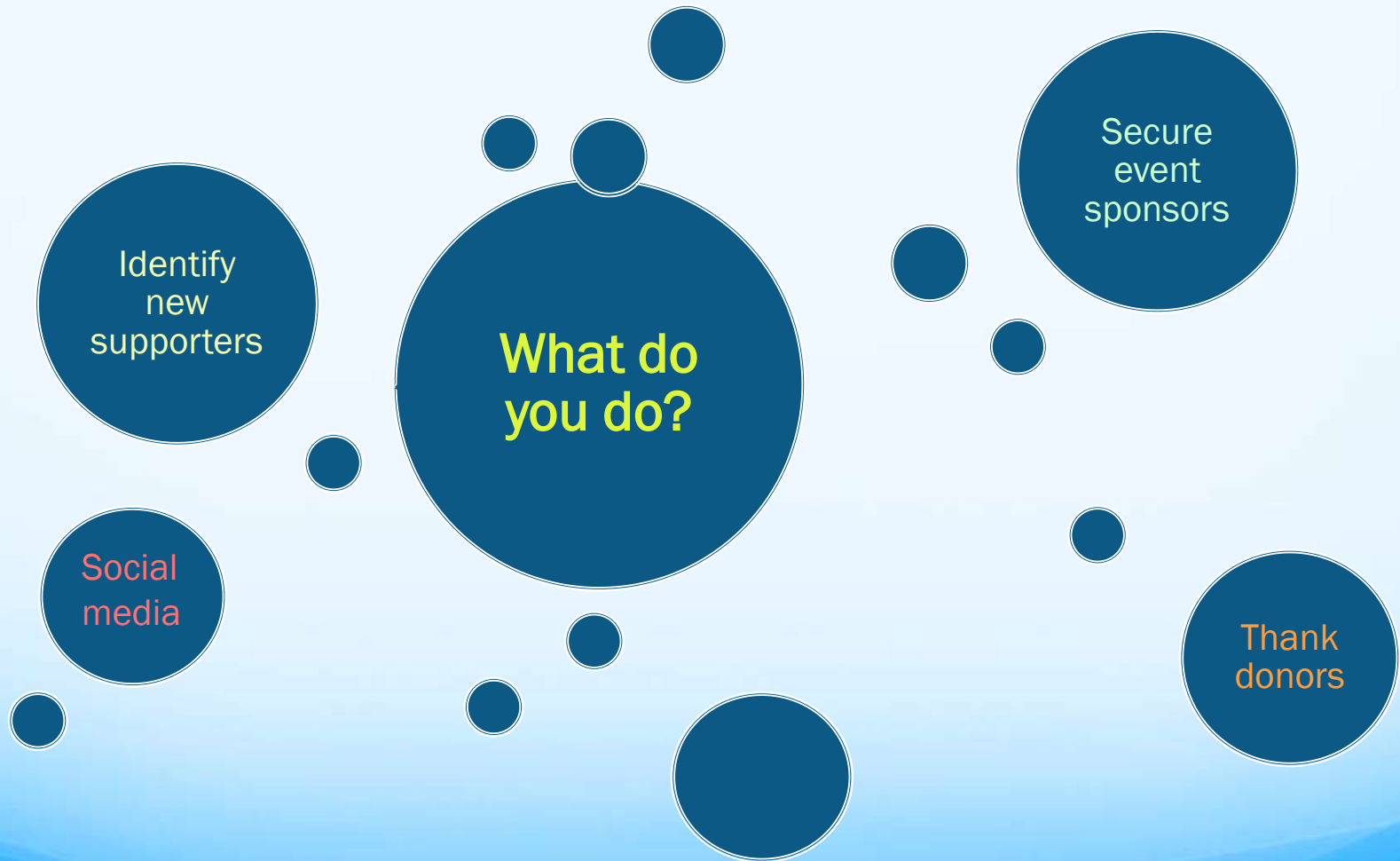




Day 1: May 4, Thursday

- Is fundraising core to our identity as an organization?
- What is our primary income? How does fundraising fit in our income model?
- How does fundraising happen now? How can it happen in a more distributed way?

Map Out Current Fundraising



Bright Spots?

Not really
working

What am I
doing well?
What am I
not doing?

Why are they
succeeding?

Form A Strong Learning Pair...

- What do each of you want to learn?
- What are each of your learning styles?
- Are there any positional power differences? How can you also be learning peers?
- What time do you need to free up in order to apply the learning to your organization?



Preparation

- Take time to discuss how you want to participate as a pair.
- Pre reads- look for email.
- Documents to bring (electronically or hard copy).

Comments? Questions?

