



# *Welcome to* **Bright Spots**

*How Do We Plant Seeds for the Future?*

Please share your name, pronouns, and organization in the chat, which you can access on the Zoom toolbar. Alternatively, you can edit your name on your video to include your pronouns and organization by hovering over your video, then clicking on the button with the 3 dots that appear > Rename.



# COMMUNITY AGREEMENTS

## **Loving Community**

Cultivate a loving community, free from punitive judgment.

## **Hope & Empathy**

Offer hope and empathy. Leave advice giving, unless guidance/information was explicitly requested.

## **Make space, take space**

Make space for those who have not been heard; take space if you haven't been heard.

## **Confidentiality**

Observe confidentiality: Lessons belong to the listener, stories to the storyteller.

# Reflection Questions

**Reflection for 3 minutes: use any of these to prompt your memory of what you learned about money.**

When you were very young, what do you remember about what the adults around you said about money? What do you remember about what they did with money?

Did people talk about money where you grew up? What did they say?

Was there something taught in school or blasted in entertainment media that ingrained some beliefs about money?

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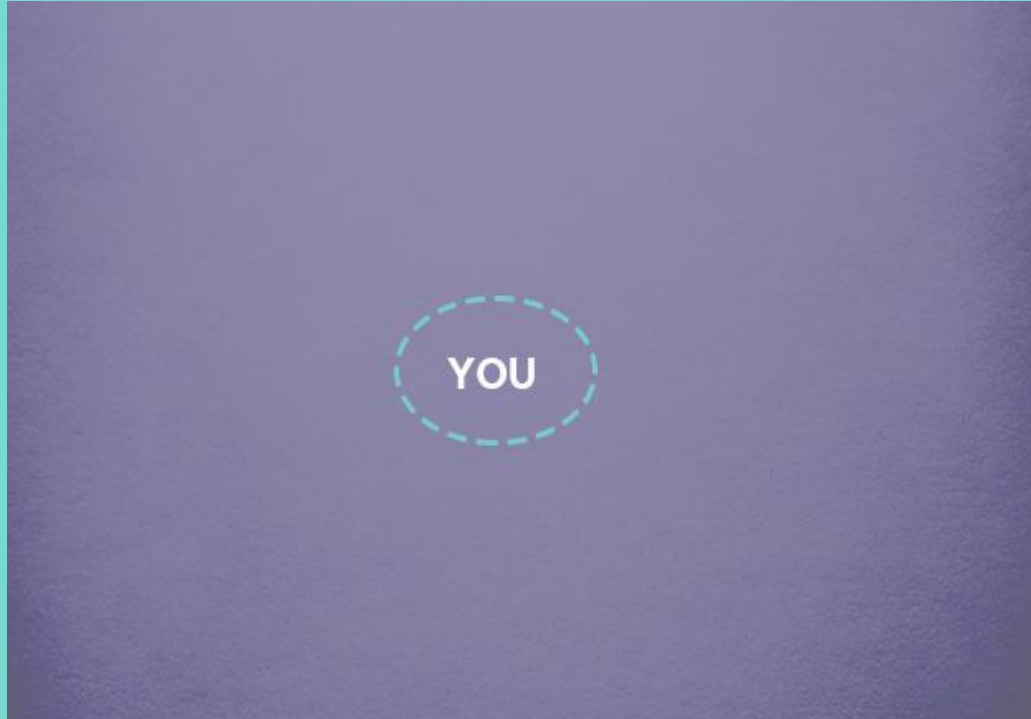
# 5 Minute Stretch Break!



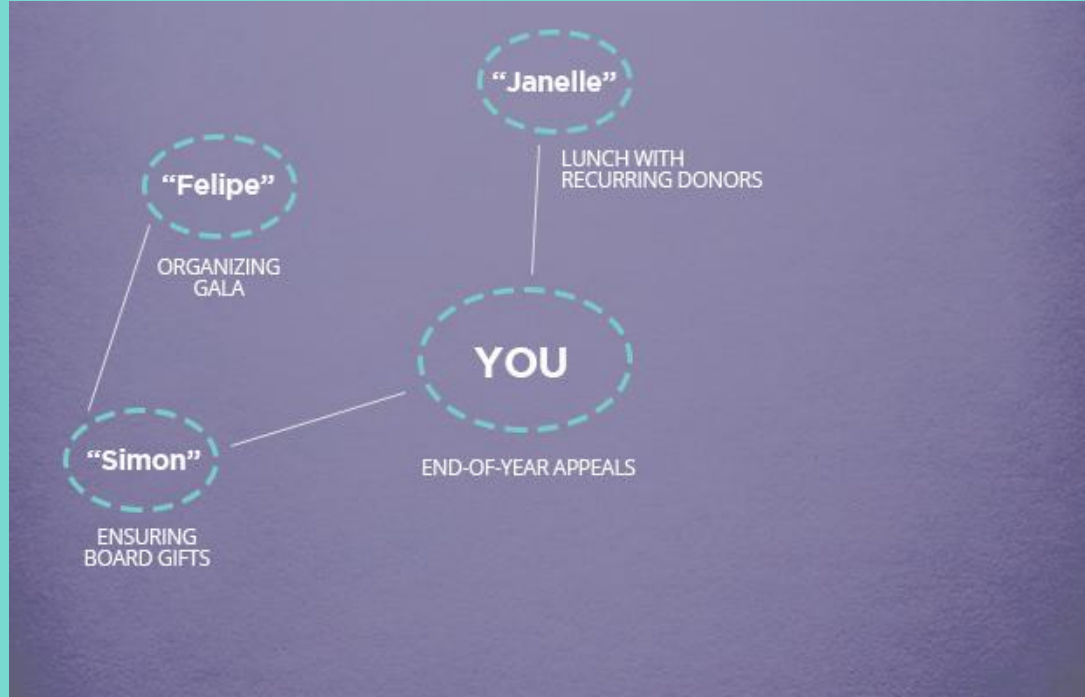
# Map Out Fundraising Actions & Activities

Category	All activities in the year
Identifying new supporters	Grant research Name generation Two house parties Quarterly open house/tours
Cultivating giving relationships	Hot topic gatherings 1:1 reach outs Email updates
Asking	Spring appeal & house parties 20 major gift meetings Annual event Give Out Tuesday Fall appeal EOY
Recognition & Thanks	Letters Phone calls to gifts above \$500
Stewardship: loyal donors	1:1 reach outs donor email updates

**Start the map by putting yourself in it.**



# Add circles for each person clustered by projects.







# Reality Check



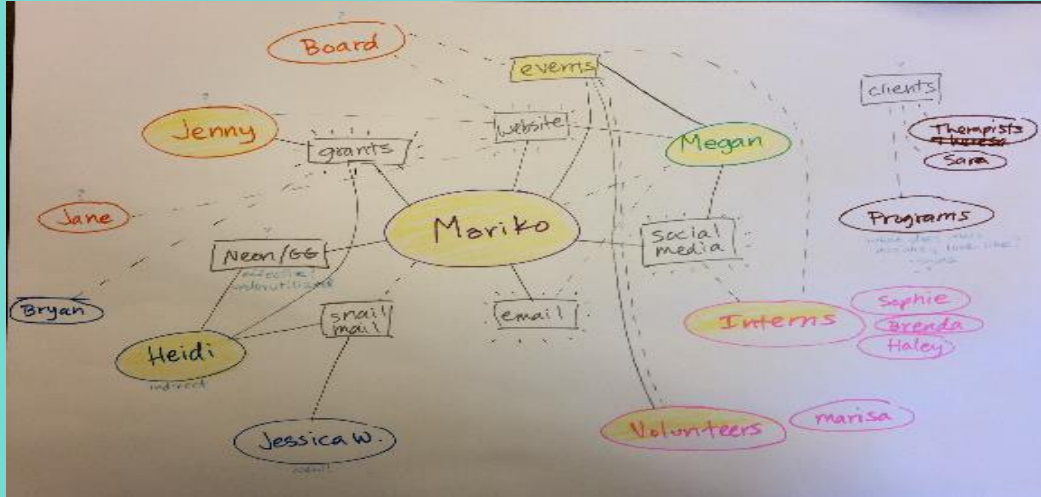
# What actually happened?



# Learn how 'brights spots' work with your systems



# Each person creates a map.



# What is everyone seeing in the maps?

What did each of us emphasize differently?

The people, activities, and tools that we see as bright spots?

What areas are we really doing, and what areas are we really missing?

What else do your maps tell you?

# Thanks!

Thank you for joining us. Don't forget...PLEASE complete our survey for this session. We want to hear from you :)  
\*\*Link will be posted in the chat\*\*

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