
FAITH & FUNDRAISING conference 2022
THE BIG 3
Nonprofit Alliance
ALDE
IN THE FACE OF GENERATIONAL DIFFERENCES & AN AGING DONOR BASE, HOW CAN WE APPEAL TO MULTIPLE GENERATIONS?
STOP DOING
DISCOURAGING COLLABORATION
TRYING TO DO IT YOURSELF
THINKING SMALL
HOLDING ON TO PAST
MAKING DECISIONS WITHOUT ALL INFORMATION
NOT COMMUNICATING, LISTENING, BELIEVING IN JESUS
IMPEDING NETWORK OF CARE TEAM
NOT HAVING DIVERSE LEADERSHIP
DOING THINGS THE SAME WAY
OVER-EXTENDING
RESISTING CHANGE
DEFINE THE PROBLEM
WORST-CASE SCENARIO
DATABASE/ TECHNOLOGY CRASH
LOSS OF LIFE
MINISTRY CEASES
NO LEGACY PLAN
BAD PRESS
LACK OF FUNDS
WHAT ARE WE CURRENTLY DOING?
RESIST CHANGE
NOT LISTENING TO OR engaging YOUTH
FEAR of change
JARGON
LACKING hospitality
IGNORE GENERATIONAL DIFFERENCES & ASSUMPTIONS
NOT spreading THE NEWS
I CAN'T DO IT!
DVDs
NEED BACK-UP & RESTORE POLICY FOR DATA
WHAT IS FEAR WHISPERING IN YOUR EAR?
WE CAN'T MEET ALL NEEDS
I'M NOT SUCCEEDING
YOU ARE TOO STUBBORN TO CHANGE
YOU ARE NOT IN CHARGE!
TECH WILL ECLIPSE YOU!
IT'S TOO LATE
PF
THANK YOU TO OUR GRAPHIC RECORDING SPONSOR:
NEWPORTONE
CREATIVE VISIONING
HOW MIGHT WE...
... COMMUNICATE BETTER BETWEEN DEPARTMENTS?
... ENGAGE GEN X & YOUNGER IN REGULAR GIVING?
... IMPROVE OUR VISIBILITY?
... BALANCE EXPECTATIONS of OLDER GENERATION WITH NEEDS OF THE NEW?
... ENGAGE MORE VOLUNTEERS AS AMBASSADORS?
... GET MORE EVENT PARTICIPATION?
... GET YOUNGER PEOPLE TO CARE ABOUT FORMAL religion?
... CREATE A DONOR BASE OF REFUGEES?
IDEAL FUTURE:
CENTERING community
ROBUST GIVING
COLLABORATION
BETTER & PROACTIVE MESSAGING & COMMUNICATION
ENGAGED DONORS & ALUMNI
DIVERSE DONOR BASE
WE ARE ALL IN THE SAME BOAT
GOOD IDEAS AREN'T ALWAYS BIG IDEAS... THEY CAN SIMPLY MOVE THE NEEDLE forward
WHAT IS YOUR CHALLENGE & WHAT DO YOU NEED TO SOLVE IT?
15% SOLUTIONS
HOW TO CREATE DATABASE OF FORMER CLIENTS?
ADDING TO LIST
FINDING PEOPLE
WHY DATABASE?
DIVERSITY
WHAT ARE YOU GIVING UP?
FOCUS ON WHAT IS IN FRONT OF YOU
GIVE TO THE MISSION
INSTEAD of THE SISTERS
BUILD A NEW BOAT
ARE YOU ASKING THE WRONG QUESTION?
GET NEW DONORS
MEMORIAL gifts
HARNESS THE PEOPLE YOU HAVE
HOW TO INCREASE YOUNGER MONTHLY donors?
DO YOU HAVE TO WAIT UNTIL PEOPLE AGE TO SIGN THEM UP?
YOUNGER DONORS?
CAN YOU EXPECT MORE THAN $5/MONTH?
FOCUS ON MISSION & SHARED VALUES
CREATE SENSE OF COMMUNITY BELONGING!
MULTIGENERATIONAL
LOOK AT MONTHLY DONOR PROGRAM AS A PRODUCT, NOT JUST AN OTHER WAY TO GIVE
EXPERIMENT WITH ADVERTORIAL
DIGITAL ADS THAT FOCUS ON VALUES OF DONORS YOU SEEK
PROGRAM
I AM NOT ALONE!
MOVING FORWARD
IN HIM I CAN DO ALL THINGS
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HOW CAN WE HONOR OUR FAITH MISSIONS IN A CLIMATE OF DONOR DISTRUST & SOCIAL DIVISIVENESS?

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FINDING THE PLACES WE OVERLAP CAN REMOVE BARRIERS TO CONNECTION

DEFINE THE PROBLEM

WHAT IS FEAR WHISPERING IN YOUR EAR?
- AM I ENOUGH?
- HOW ARE YOU GOING TO DO THIS?
- AM I ALIGNED?
- DO I BELIEVE IN THIS MISSION?
- HOW CAN I ASK THIS OF OTHERS?

STOP DOING
- BEING SILENT
- BEING JUDGEMENTAL
- IGNORING THE ISSUES
- ACCEPTING MEDIOCRITY

WORST CASE SCENARIOS

- SHRINKING/QUITTING DONOR BASE
- BAD PRESS
- LOSS OF JOB
- HOMOGENOUS CAMPUS
- MORE SEPARATION
- UNIVERSITY CEASES TO EXIST

SATAN "WINS"

PEOPLE MATTER
MINISTRIES MATTER
TRUST NEEDS TO EXIST

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SHOW VULNERABILITY TO CONNECT WITH DONORS

- BE WILLING TO ADMIT YOU DON'T KNOW
- BE AUTHENTIC
- BE CURIOUS
- BE PART OF SOLUTION

IF WE ARE WILLING TO HAVE THE OPEN & HONEST CONVERSATION, WE CAN LEARN & BEGIN TO change

SPEAK UP!

- YOU ARE NOT ALONE IN YOUR UCOMFORTABLENESS

FIND TIME TO RENEW YOUR SPIRIT

CREATIVE VISIONING

IDEAL FUTURE: LOOKS & FEELS LIKE...

JOY
- LAUGHING
- SMILING
- HUGGING

- MULTIGENERATIONAL
- MULTICULTURAL
- INCLUSIVITY

VIBRANT

- POSITIVE COMMUNICATION

open
- LISTENING
- RESPECT
- STABILITY
- CELEBRATION OF DIFFERENT VIEW POINTS
- CURIOSITY
- COLLABORATION

THERE IS HOPE
BUT IT IS HARD!

MOST MEANINGFUL moments:
- WE NEED community
- WHAT I CAN DO TO CREATE HOPEFUL FUTURE
- GOOD GOALS ARE IMPORTANT (ALONG WITH PROCESSES)

TRUST THE journey

HELP FOR THE journey
- FOCUS ON CHRIST IN HEAVEN
- QUARTET NEEDS TO LET GO & WORK TOGETHER
- SEE THE FOREST FOR THE TREES
- CALM & GROUNDING

HOW MIGHT WE MOVE TO A PLACE OF GREATER TRUST?
- BE KIND & EXTEND love & GRACE (OTHERS & SELF)
- RESPECT
- SELF-AWARENESS & ATTUNEMENT
- TIME TO listen & TIME TO FIGHT
- PRAY FOR & WITH EACH OTHER
- TAKE action
- BE VULNERABLE
- TAKE/BE ACCOUNTABLE
- LEAN INTO DISCOMFORT

BE BOLD OUT OF OUR FAITH

WHAT IS YOUR CHALLENGE & WHAT DO YOU NEED TO solve IT?
- RESPECT
- DIVERSITY OF THOUGHT
- VULNERABILITY & TRAINING

15% SOLUTION

- ASK FOR HELP
- LISTEN WITH CURIOSITY
- STORY-TELLING
- PRAY FOR DIRECTION
- GROW TOGETHER
- CREATE SPACE FOR CONVERSATION
- FIND DEI FACILITATOR & FOSTER CONVERSATION
- CREATE MANAGEMENT PLAN & HAVE ACCOUNTABILITY
- ROLE PLAY
- DEVELOP TALKING POINTS

- THEORY → CONCRETE
- SIT STILL - SAY IT OUT LOUD

THE VANGUARD MOVING FORWARD

- SHARE IN SAFE SPACE
- B-R-O-A-D-E-R PERSPECTIVE
- HELPFUL STRUCTURE
- COMRADERY



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HOW CAN WE BE THE MOST EFFECTIVE & IMPACTFUL WHEN WE WORK WITH LIMITED RESOURCES?
WHAT IS FEAR WHISPERING IN YOUR EAR?
FEAR
OPPORTUNITY?
ARE WE TOO CONTENT?
CAN WE DO IT BETTER?
AM I ENOUGH?
DEFINE THE PROBLEM
WHAT BROUGHT SURPRISE?
THE extent OF MY CONCERNS
BECAME personal
THE PROBLEMS ARE BIG
WHAT IF I MISS SOMETHING?!
WE ARE JUST PUTTING IN A GALLON AT A TIME
WE PUT UP FALSE NARRATIVES
OPPORTUNITY FOR change
-HELP NEW PEOPLE IN NEW WAY
SHORT TERM thinking
JOB SECURITY
LOW MORALE
TACTICAL LEVEL BUDGETING
NO MONEY, NO MISSION
LOSS OF SENSE OF PURPOSE
STOP DOING
INSTILLING FEAR
MICROMANAGING
CREATING AMBIGUITY
WORK IN SILO
WORST-CASE SCENARIO
LEADERSHIP INSTILLS FEAR & UNCERTANTY
MICROMANAGEMENT
LACK of EDUCATION & PROFESSIONAL DEVELOPMENT
AMBIGUITY AROUND MISSION & MESSAGE
SILOED WORK APPROACK
CREATIVE VISIONING
HOW MIGHT WE..
GET ON THE SAME PAGE
THE FUTURE FEELS:
OPTIMISTIC
½ FULL
CLARITY
STREAMLINED
efficient
STABLE
FREEDOM
BALANCED
SWAG
LAUGHTER JOY
TRAVEL BUDGET
MUTUAL TRUST love & RESPECT
CRM USES AI TO ASK US!
HOPEFUL
CATALOG of COMPELLING FIELD STORIES
CEO ASKS US TO GO ON VISITS
LARGE DONORS GIFTS
ARTICULATE PURPOSE WITH INSPIRATION
RESOURCES A REALITY
INVITE PEOPLE into A VISION
UNITY
LEADERSHIP empowering THE TEAM
HOW MIGHT WE...
...POSITION OUR CEO AS A BEST IN CLASS LEADER?
...USE TECHNOLOGY TO BE THE BEST WE CAN BE?
...CELEBRATE THE WINS?
...SEE MONEY AS MISSION SO THAT GIVING HELPS DONORS FEEL CLOSER TO JESUS?
-WISH FULFILLMENT, connect $ TO ♥?
-PROVIDE FOCUS FOR giving?
-MAY FEEL WE ARE COMING IN AT END of STORY BUT WE ALL COME TOGETHER
PLUG INTO SAME SOURCE
TACKLE BIG PROBLEM TOGETHER
THE 15% SOLUTION
START WITH A DISCUSSION
SERENITY PRAYER
BREATHE
WORRY less
TAKE TIME
CLEAR MIND
SOCIALIZE & OPPORTUNITY TO EDUCATE
IMPROVE relationship IN WAYS IN MY CONTROL
BE MORE VOCAL
BE INTENTIONAL IN UNDERSTANDING of NEEDS
WHAT HAS BEEN MOST VALUABLE?
NEVER GIVE UP
WE ARE MORE ALIKE THAN WE ARE UNALIKE
I TRULY FILLED uplifted
BUDGETS ARE EMOTIONAL
TRUST IN THE LORD WITH ALL YOUR HEART
YOU ARE NEVER alone
SHARING PERSPECTIVES
HAVE FAITH THAT THINGS WILL WORK OUT!
HOPE MADE ME LOOK AT THE SITUATION IN A NEW WAY!
LOOK AT THE BIRDS OF THE AIR... CAN ANYONE OF YOU BY WORRYING, ADD A SINGLE DAY TO YOUR life?
MOVING FORWARD
WE HAVE ALL BEEN OPERATING AS ISLANDS... WE NEED TO CONNECT MORE
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