

# Bay Area Fundraising Bright Spots

Kick off webinar, August 9, 2018



# Introduce yourself in chat response

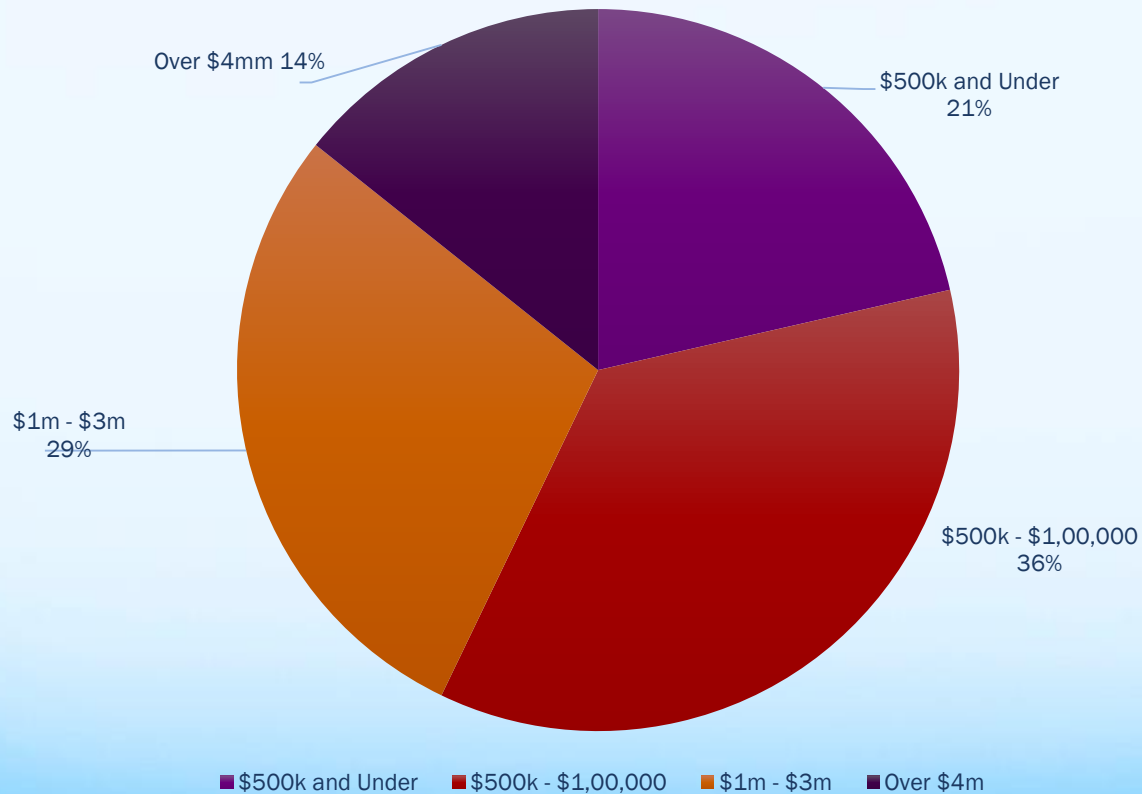
- Your Name
- Your Organization
- 1 Strength you bring to developing donor relationships

# Bright Spots Learning Community

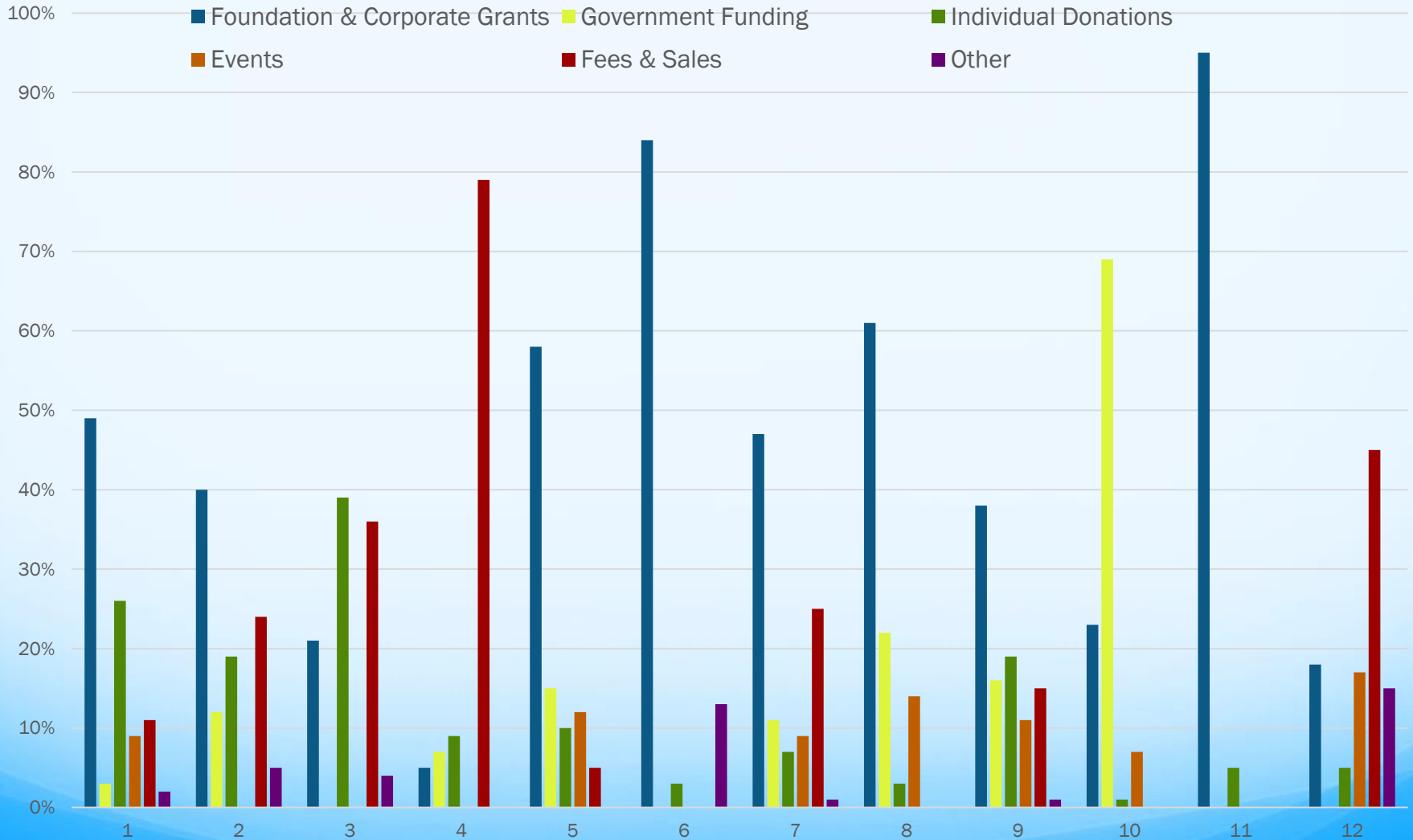
- Five full day sessions.
- Learning & Action Pairs.
- Our team will be available for check in and coaching in between sessions.
- Share results, learning @ each session in the large group.

# About the Learning Community

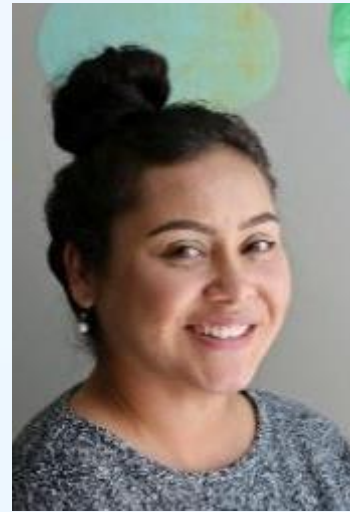
Participants by Budget Size



# income mix- % of individual giving



# Meet the Bay Area Bright Spots Team

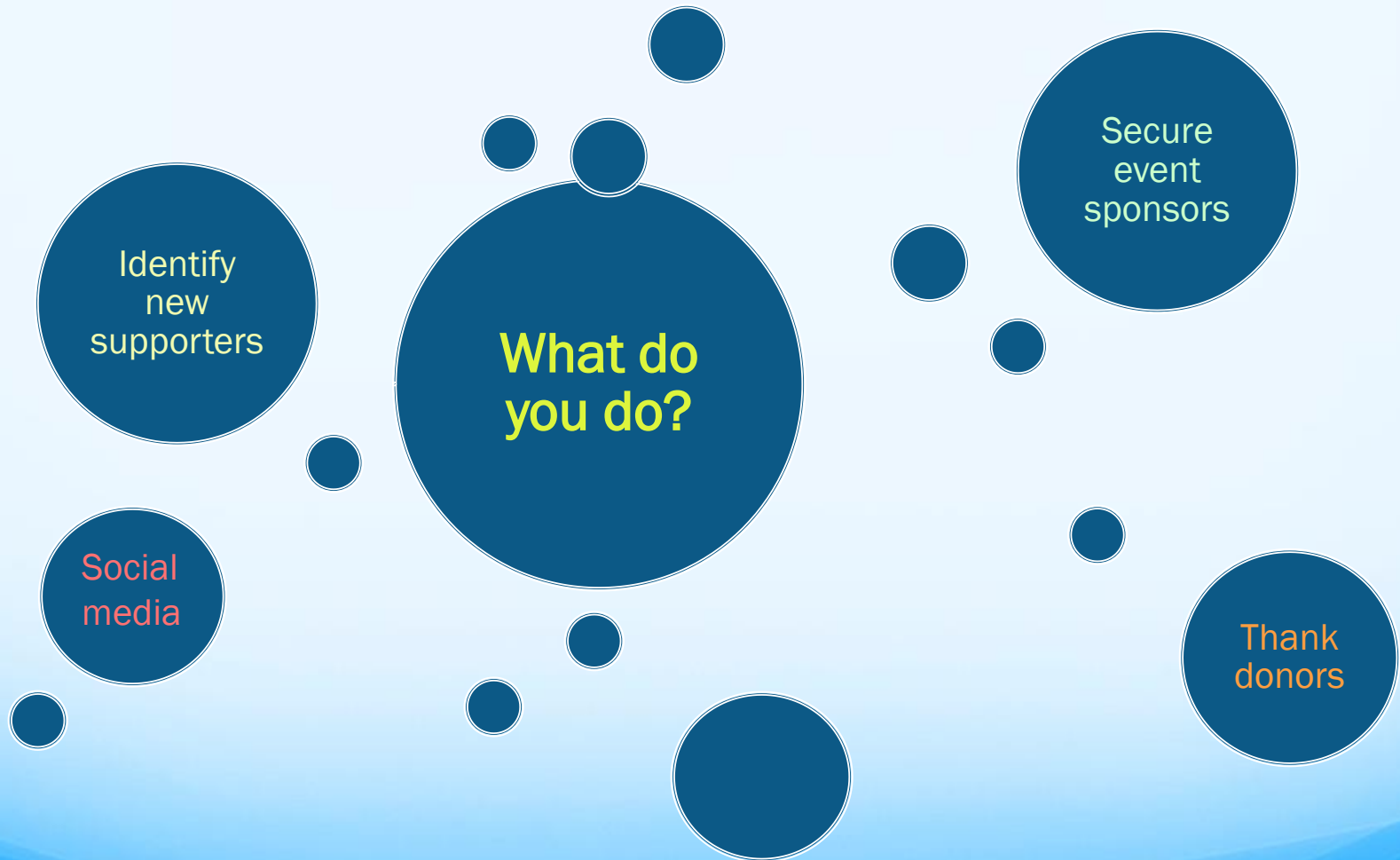


# Day 1: September 27

- Is fundraising core to our identity as an organization?
- 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.
- Look for email regarding pre-reading, and any documents to bring (digital or hard copy).
- Consider learning from a ‘bright spot’ in your organization.

# Comments? Questions?

