



Welcome

**We are so glad you're
here.**



Today's Agenda



Welcome



Core Agreements



Adapting the Elements of Your Development Plan



Guest Speaker: Allison Grappone



Feedback & Questions



Homework & Action Items

Core Agreements

- Treat others as *they* would like to be treated.
- Hold our judgments lightly.
- Do not assume others' identities.
- Make space. Take space.
- Commit to unlearning: You're allowed to grow and think things you didn't used to.
- Commit to not requiring there always be an answer.
- Use the Ouch/Oops Method to signal harm has been done and accept responsibility.
- Main room sessions will be recorded yet coaching and breakout groups will be private sessions. What stays in the breakout groups, stays there.
- Respect the level of detail people choose to disclose about their fundraising.
- **Collaborate whenever possible, do not compete.**

Development Plan Basics

- Connect to the right donor constituencies
- Develop a Case for Support
- Designing and implementing the right strategy
- Identification of top prospective donors as they exist within the network & engagement with lapsed and/or current donors.
- Develop of a Campaign Calendar of Activities

Up For Discussion

- Donor capacity
- Donor interest
- Compelling Case for Support
- Demonstrated deliverables
- Staff capacity



Tools and Tracking

- Moves Management Plan
- Grants Calendar
- Events and Sponsorships sheet
- Development Calendar of Activities
- Partnership/Client Pipeline



Allison Grappone

- Allison works with nonprofit leaders to develop strategies, programs and operational plans that allow for continuous adjustment to respond to the real-time needs of their stakeholders. The four pillars of her work are done in complete collaboration with her clients:
- Listen: She captures and summarize the challenges, needs, weaknesses, threats, and opportunities of meeting the organization's mission.
- Invent: She facilitates engaging discussions and exercises to invent solutions for challenges and opportunities for strengthening and, if appropriate, growing an organization.



Conversations you need to have:
How can funders be more supportive of when you need to adapt?

