

Georgia Grant Professionals Association GGPA

May 23, 2017 10 am

Atlanta Community Food Bank

▶ *Not your ordinary
grant writer workshop*

Agenda

- ▶ Get acquainted
- ▶ Experience
- ▶ Inspiration
- ▶ The profession
- ▶ Appreciation
- ▶ Share your story.

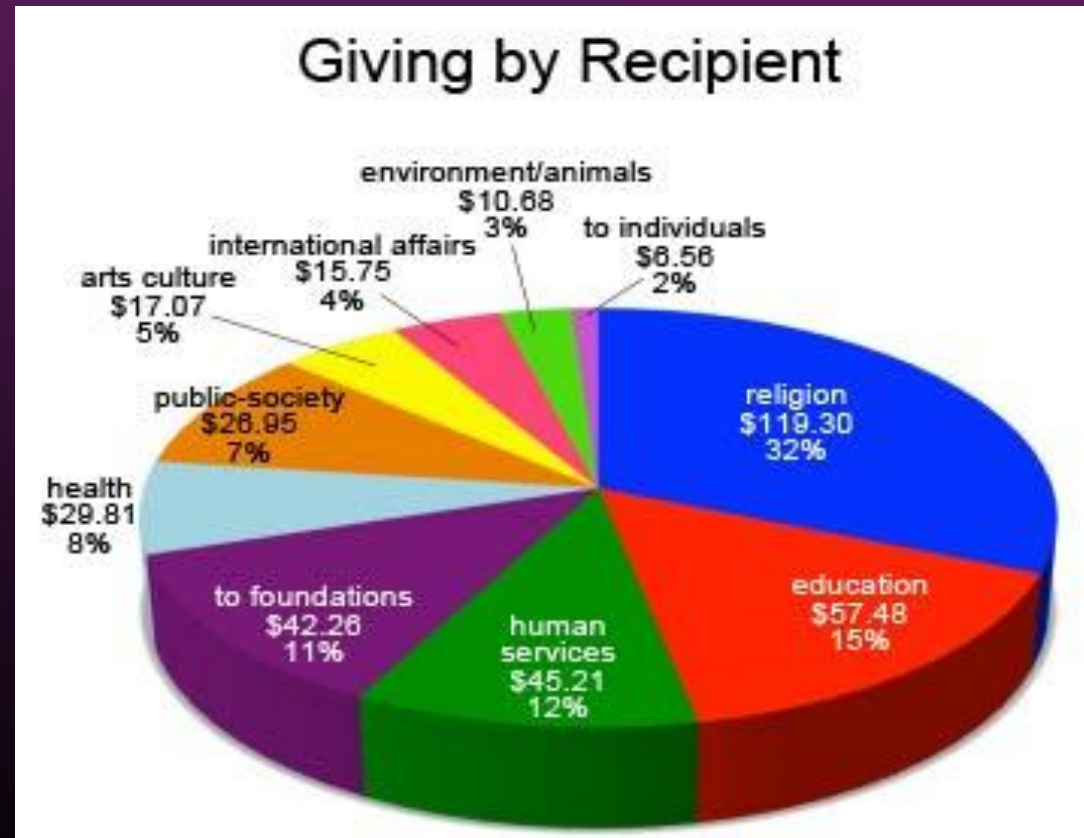


Heroes of the Development Profession

OurFundraisingSearch

Our search is a very, very, very fine search

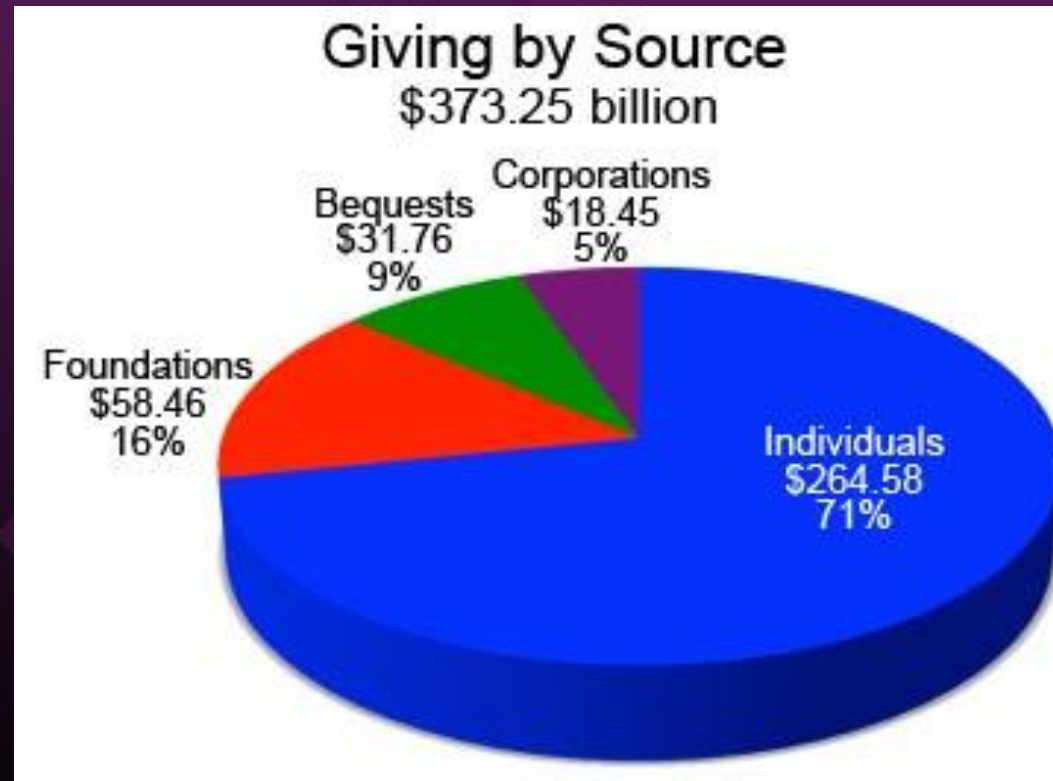
Types of Recipients of Contributions, 2015 Total = \$373 billion



Giving USA 2015

RESOURCES

2015 Charitable Giving Total = \$373 billion



3 Keys to Fundraising Success

1. Compelling Case
2. Committed Leadership
3. Written Plan/strategy.

Types of Gifts

- ▶ Annual
- ✓ Major
- ▶ Capital
- ▶ Endowment
- ▶ Planned.



Pace Academy



Superhero Qualities

- ▶ Believe in your mission
- ▶ Make your gift
- ▶ Think outside the box
- ▶ Connect the dots
- ▶ 3 institutional relationships for every donor.

More Superhero Qualities

- ▶ Research/do your homework
- ▶ Prioritize
- ▶ Be *dependable*
- ▶ Follow guidelines
- ▶ Communicate often & early.

High Museum

- ▶ Don't overpromise/over deliver
- ▶ Use positive statements

I'm too busy

I always find the time

I can't focus

I am determined.



The Profession

► Advancement

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-Grants-hardest position to fill

What's Next?

- ▶ Set goals-personal and professional
Track \$ and #
- ▶ Make friends
- ▶ Keep your sense of humor
- ▶ Stay current
- ▶ Practice good stewardship*.

Good Days and Bad Days

- ▶ 9/11
- ▶ Louvre
- ▶ Economic times
3/1 - 11/1
- ▶ It is ok to fail
- ▶ Make everyday count.

Successful Fundraising Program...

- ▶ Excellent grants program
- ▶ Qualified professionals



You, too, can be a superhero!

Stories to share?
Write your own story.



Thank You!

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