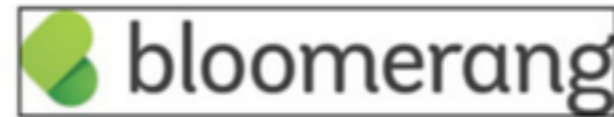


Motivate Monday

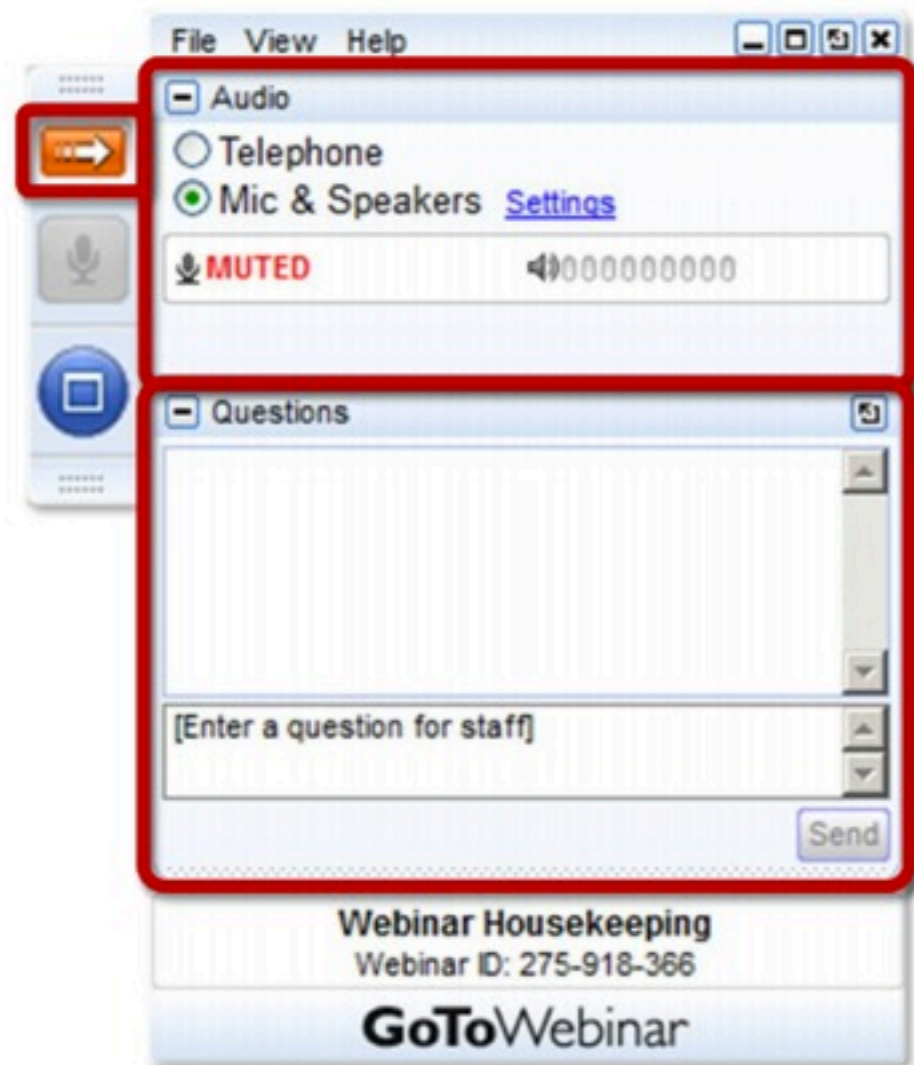
MARCH 6, 2017

About



Motivate Monday

GoToWebinar



Your Participation

Open and hide your control panel

Join audio:

- Choose "Mic & Speakers" to use VoIP
- Choose "Telephone" and dial using the information provided

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Archived Motivate Mondays can be found at <http://basicsandmorefundraising.com/motivate-monday/webinars/>

Every Monday we'll...

- **Share a win**
- **Quick tip with download**
- **Q & A**

If you're on Twitter...



Use the hashtag #NPmotivatemonday

Win #1

We are moving out of the dark, dingy, mold-infested office space that we have had for over 6 years for free (it is a church basement, and we are grateful for them) to a wonderful, sunlight filled because there is a window, space on the 4th floor of a very clean, professional office space - paying half the cost in rent because this place believes in our mission!!

Stephanie

Win #2

After we implemented the simple Reply sheet recommended in one of your webinars after just three months we've already added 40 new monthly donors!

Thanks so much Pam!

Karen

Win #3

We recently received a \$20,000 grant from a first-time foundation partner, which is outstanding not only because that's a really significant sized grant for us, but also because this was our third year to apply! Practice makes... well, not perfect, but it gets you places!

Emily

Win #4

Since starting my new role as Development Director (7 months ago), I've instituted the increase of handwritten thank you notes for middle and major donors and that appears to be helping. Our year end giving with key major donors increased as well as their participation in some events and our staff are loving the personal touch it.

Heather

Joan Garry



www.joangarry.com

[@joangarry](https://www.instagram.com/joangarry)



"Of course you're tired. Changing the world is an exhausting business."

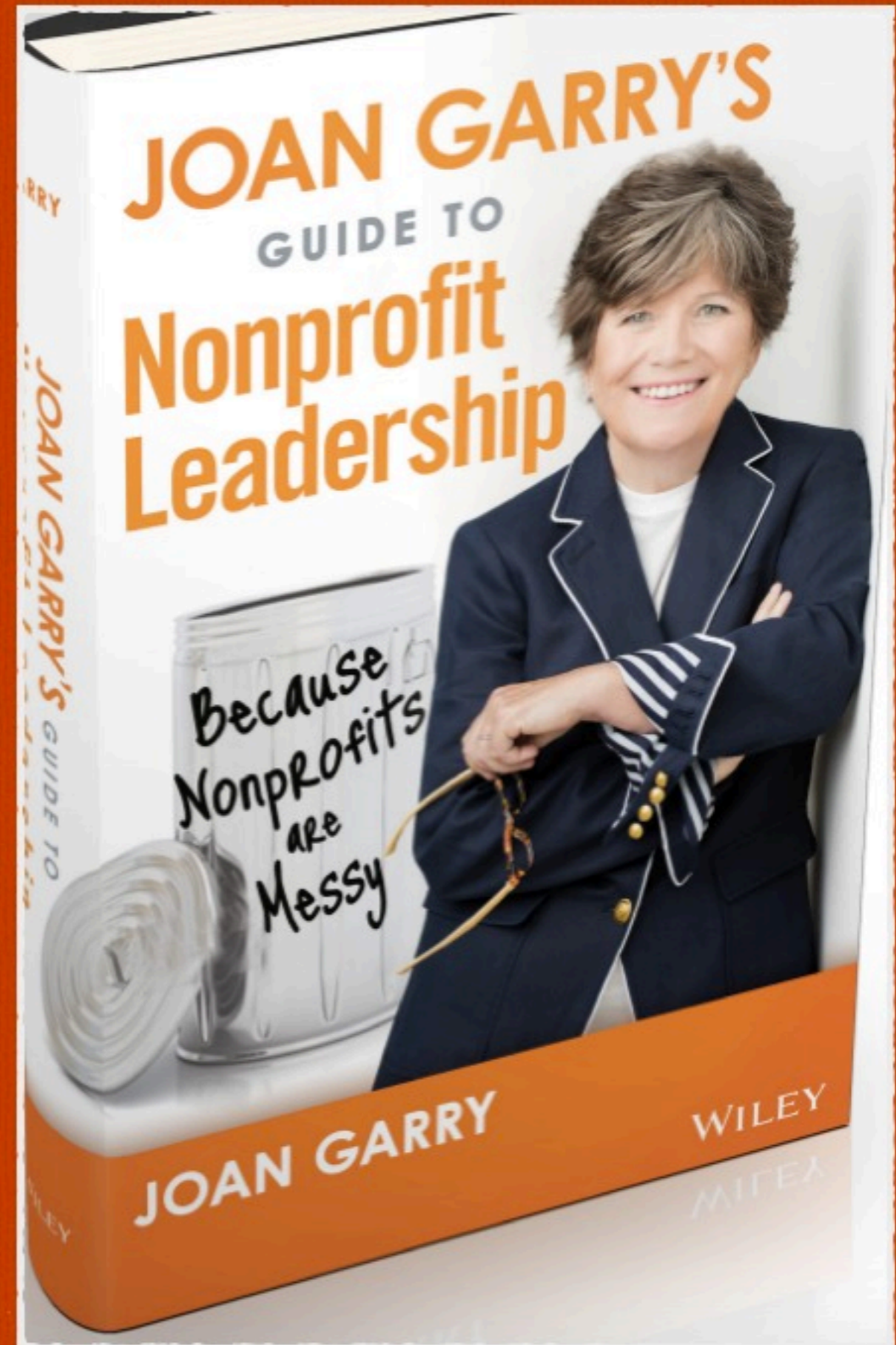
Fundraising is a Team Sport and You Are The Q-Back

Joan Garry



**AVAILABLE
TODAY!!!!**

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4 Important Reminders



Monday, March 6, 17

•Your passion for the mission must be greater than your fear of asking

It makes people feel good to give money to causes they care about.

Fundraising is noble.

Asking for \$ is not terrifying.



Before You Fire Your Development Director Checklist

- 1. When was the last time the Executive Director made a direct ask for money to an individual or foundation?**
- 2. Does your board have a fundraising committee?**
- 3. Is your board chair or your Development committee chair actually an enthusiastic fundraiser? Or does she have the right attributes?**
- 4. When was the last time your board had a fundraising training?**
- 5. Is Development on the agenda of EVERY SINGLE board meeting?**

6. Does each member of your board fill out a fundraising plan at the beginning of every year?

7. Is the person leading your board member recruitment efforts a reluctant fundraiser?

8. Does everyone in your organization just absolutely love special events?

9. Did the E.D. or board add revenue to the budget and you protested?

10. Does your organization have a clear direction, tangible evidence of success and a few really good stories to tell?

Credible Messenger

+

Compelling Story

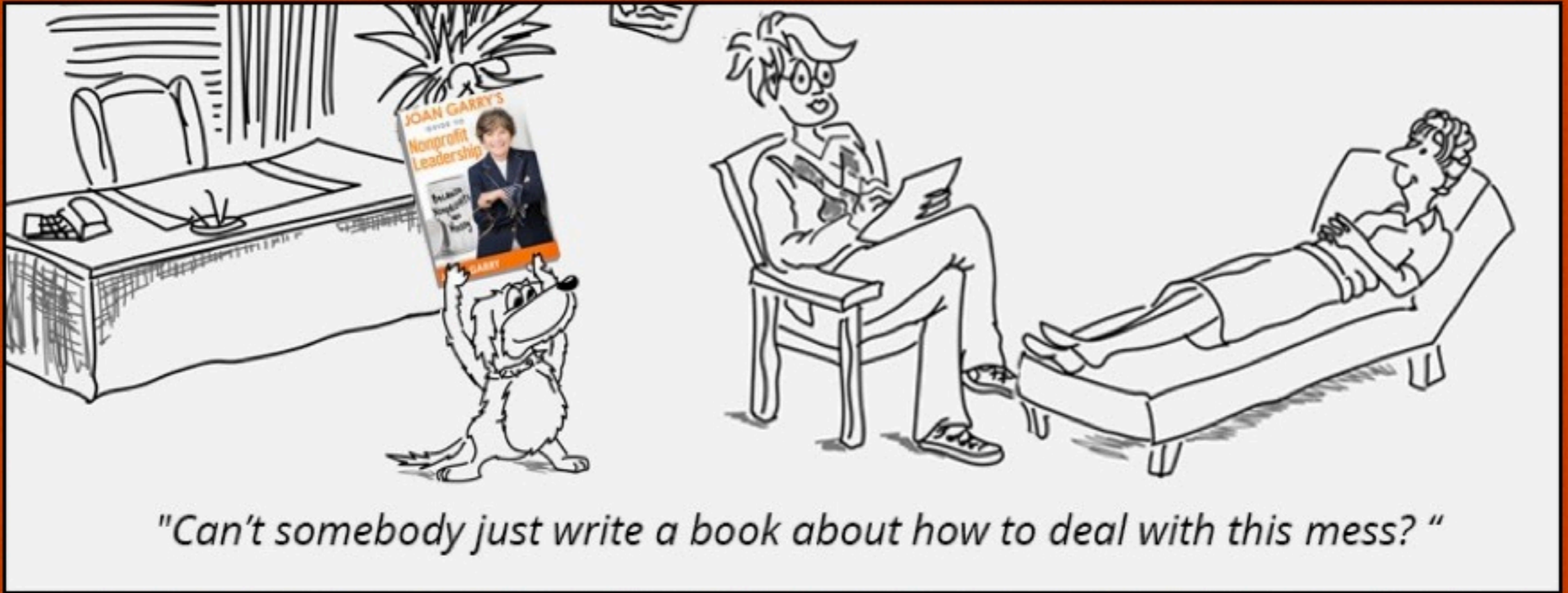
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Nonprofit work is joyful

even on the bad days



Somebody did!

*Joan Garry's Guide to Nonprofit Leadership:
Because Nonprofits Are Messy*

John Wiley and Sons, Inc

Reminder





Monthly Giving | Basics & More™ Registration Ends Friday

How To Make Your Newsletter Raise Money and Retain Donors

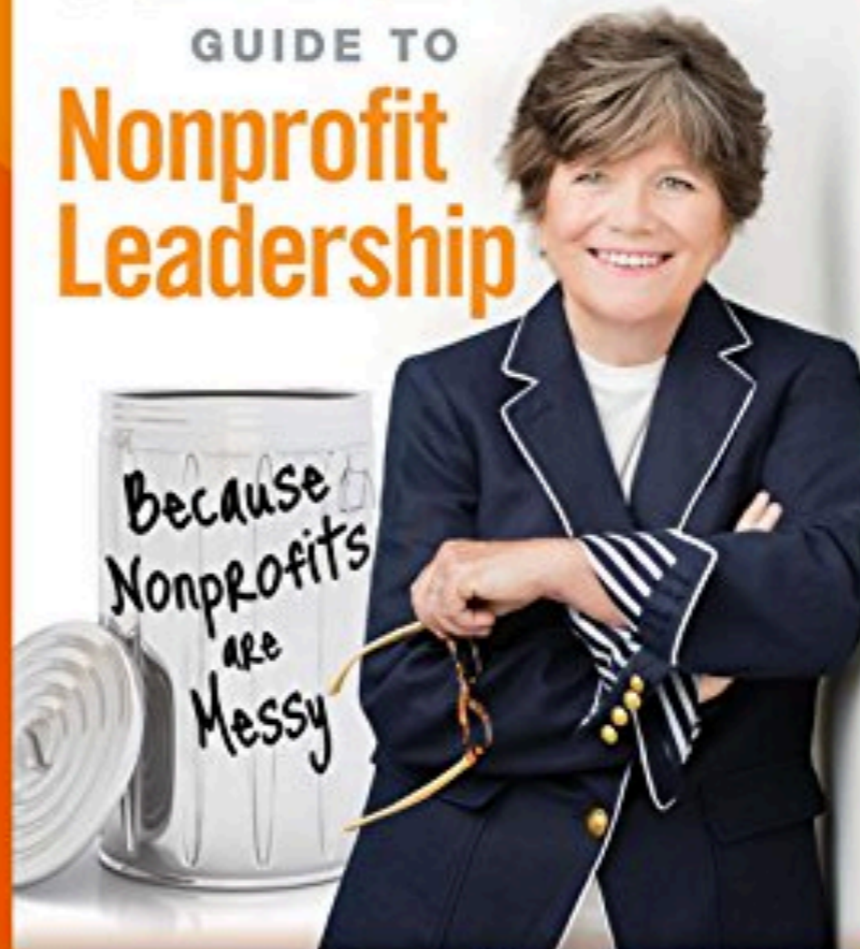
With Steven Screen



**Simple Development Systems Member's Exclusive
LIVE Webinar | How to Make Your Newsletter Raise \$\$
& Retain Donors**

WILEY

JOAN GARRY'S
GUIDE TO
Nonprofit
Leadership



As seen on NBC's Give

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JOB
AND
KEEP
IT UP**

Motivate Monday