

WELCOME!

Motivate Monday

WITH PAMELA GROW

Share your wins
Jumpstart your week
Get inspired!

www.pamelagrow.com

THE CHRONICLE OF PHILANTHROPY



GUIDESTAR®



Montana Nonprofit Association



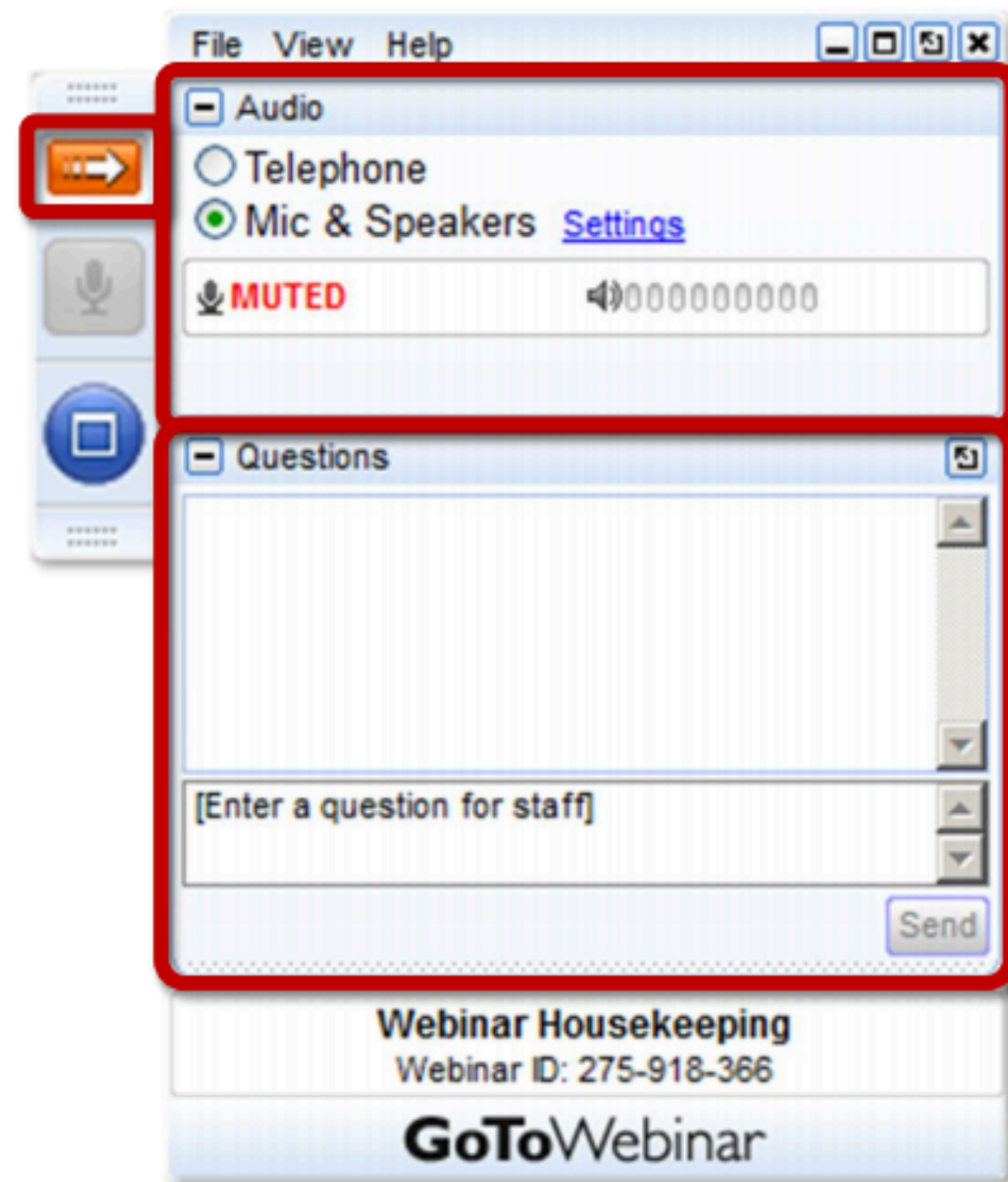
Basics & More™



MAJOR GIFT
ACADEMY
Powered by Veritus Group



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

Submit questions and comments via the Questions panel

GoToWebinar support phone number is
1-800-263-6317

**When you come across a
new prospect for your
non-profit... do you have a
step-by-step process for
turning them into a donor?**

Miss a Motivate Monday?



basicsandmorefundraising.com/motivate-monday/webinars/

Every Monday...

- Share our wins
- Get a quick tip (sometimes with a free download)
- Q & A
- Celebrate you!



If you're on Twitter...

**Please tweet this presentation using
the hashtag #NPMotivateMonday**



Win #1

We got a grant from a foundation that hadn't given to us since 2010, and they gave us \$20K more than we asked for!!

BRENNA

Last week to register!



Online Fundraising
ACCELERATOR



Basics & More™



Announcing



On-demand trainings for nonprofit professionals.

From Pamela Grow and the Basics & More™ Team

Joe Garecht

Prior to launching Garecht Fundraising Associates, Joe was the founder of The Fundraising Authority, the world's largest provider of online fundraising training for non-profit organizations.

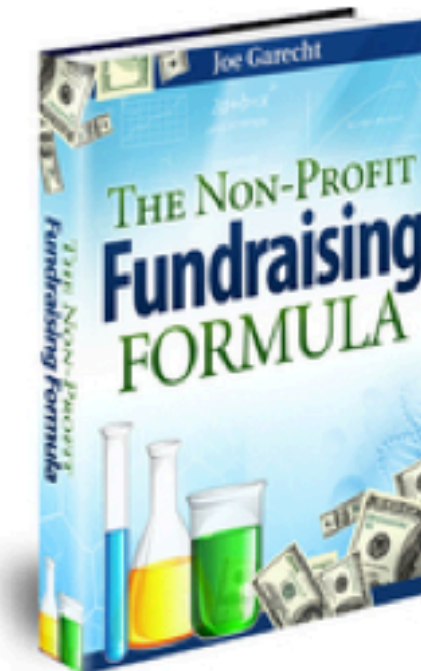
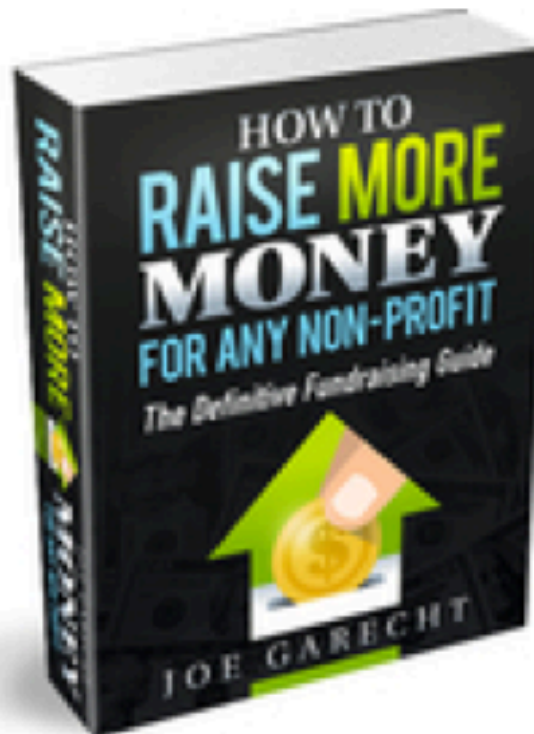


Why You Need to Systemize Your Fundraising... This Year!

Presented by Joe Garecht
President, Garecht Fundraising Associates

Joe Garecht

- ✓ President, Garecht Fundraising Associates
- ✓ Founder, The Fundraising Authority and The Non-Profit Fundraising Digest
- ✓ Author of *The Non-Profit Fundraising Formula* and *How to Raise More Money for Any Non-Profit*



What they
are.

Why they
matter.

Why you need
them at your
non-profit.

Fundraising Systems!

Fundraising at Most Organizations...



What is a Fundraising System?

- ▶ It makes your fundraising **knowable**.
- ▶ It makes your fundraising **scaleable**.
- ▶ It **clarifies** decision-making.
- ▶ It has defined **roles**.
- ▶ It conserves **resources**.
- ▶ It can be represented **schematically**.



Common Types of Fundraising Systems

- ▶ Prospecting System
- ▶ Cultivation System
- ▶ Ask System
- ▶ Stewardship System
- ▶ Donor Communications System
- ▶ Events System
- ▶ Online Fundraising System
- ▶ Board Engagement System



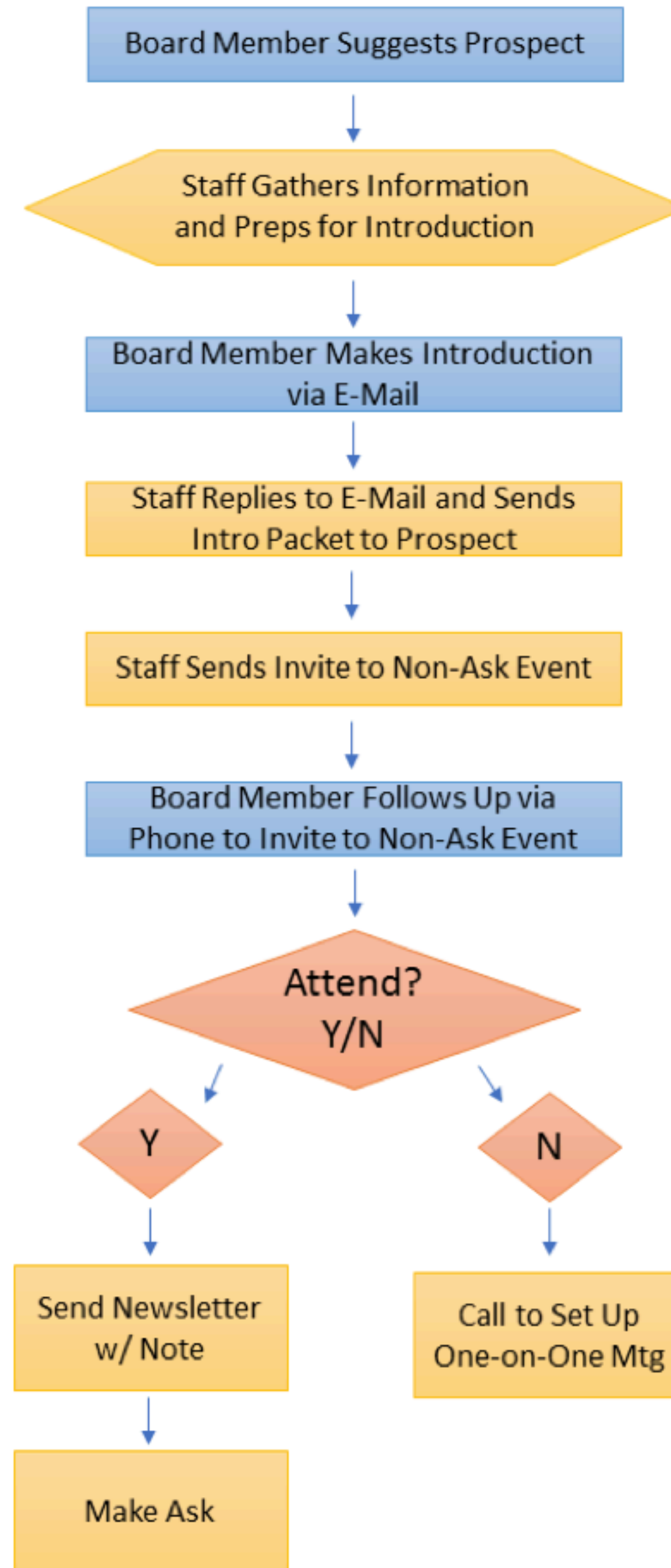
Prospecting

Cultivation

Asking

Stewardship

Start With...





Questions?

Garecht.com/Pam

MOTIVATE MONDAY

*Thank you for
being here.*

MAKE IT A GREAT WEEK!

www.pamelagrow.com