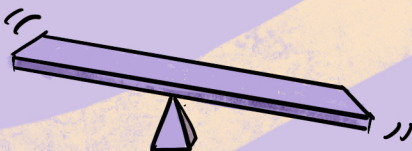


BEING in PRACTICE of the EEF™

IN THE CONTEXT of a COMMUNITY FOUNDATION

ROLES



INTERNAL
& EXTERNAL

FUNDER &
GRANTEE &
FUNDRAISER

PRIMARY -
HOLDING
DONOR
INTEREST

HOLDING it ALL



DONORS

ADVISORY

BOARD

SENIOR
STAFF

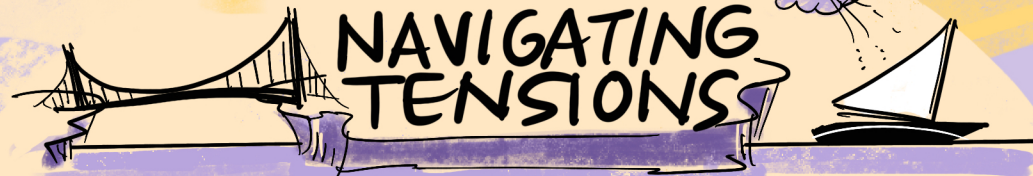
NON PROFIT
GRANTEE
PARTNERS

VOLUNTEERS

COMMUNITY

MULTIPLE AUDIENCES, NEEDS, INTERESTS

NAVIGATING TENSIONS



WHAT is the
"IMPACT"?

HOW DO YOU KNOW?

WHY ARE YOU
RAISING FUNDS?

COMPETING with
NON PROFITS

TRANSACTIONAL

BALANCING...

- ENGAGING THEM in COMMUNITY ISSUES
- RECOGNIZING they PLAY a VALUABLE ROLE
- CONNECTING them to the COMMUNITY

ASSUMPTIONS/
EXPECTATIONS

WHAT the DONOR
WANTS/ADVISES

BUILDING
RELATIONSHIPS
with DONORS

DONOR CENTRIC

SCARCITY

WHAT'S the **SHARED** FUNDRAISING
AGENDA that SUPPORTS COMMUNITY,
DONORS & FOUNDATION?

WHAT MIGHT BE POSSIBLE?

ALIGNING

HOW MIGHT WE
ALIGN our FUNDRAISING
& DONOR ENGAGEMENT
with the EEF?

HOW MIGHT WE ALIGN
PERSONAL VALUES,
DONOR NEEDS,
FOUNDATION MISSION?



MAKING CONNECTIONS



STORY AS
CONNECTION

HOW MIGHT WE
BE SHARING
BACK?

HOW MIGHT WE
BE LEARNING
ALONGSIDE?

FROM "STEWARDS of
MONEY" to
"SHEPHERDS of
RELATIONSHIPS"?

