

Four Ways to Advance Your Fundraising Leadership This Year

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Presentation Goals

- a. Acknowledge Your Challenges
- b. Provide Practical Takeaways
- c. Equip Your “Vehicle” for Leadership Success

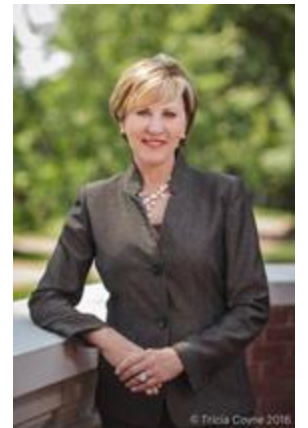


Leadership Lessons



- 16 Years
- 320 Organizations
- 303 Podcast Conversations

I want to help 10,000 talented individuals excel at nonprofit leadership



Session Design



Information & Motivation



Four Key Challenges



Actions & Activities



What Leadership Challenges Do You Face?



What Leadership Challenges Do You Face?



They Said:

1. Volume
2. Mindset
3. Recognition
4. Isolation

Challenge One: Volume

*“I just can’t keep up with
everything on my plate”*





Challenge Two: Mindset

*“I’m just not good at
_____”*

Challenge Three: Recognition



*“My
boss/organization/board
doesn’t appreciate
what I’m doing”*

Challenge Four: Isolation

“I really don’t have any one to talk to”





**These Challenges
Create Wear & Tear!**

The Plan: Four Ways to Advance Your Leadership this Year

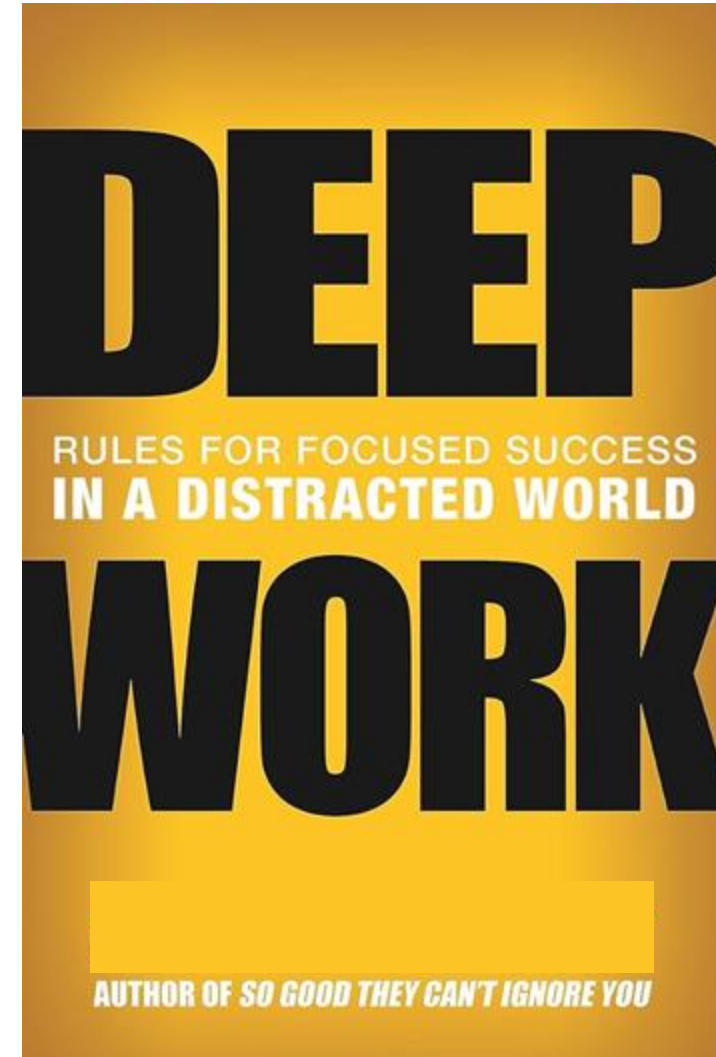
Too Much Volume? ☐ **Sharpen Your Focus**

Fixed Mindset? ☐ **Stack Your Skills**

Recognition? ☐ **Amplify Your Voice**

Isolation? ☐ **Build Your Community**

Author Quiz!



Too Much Volume? Sharpen Your Focus

Three Ways to Sharpen Focus:

- Vision Framework
- Declutter
- Update Your Routines & Rituals



Sharpen Your Focus: Vision Framework

*My **five-year goal** is to become the CEO of a **healthcare nonprofit** and I'm **willing to relocate** anywhere in the Southeast. I would enjoy the **complexity of a larger organization**. To round out my leadership profile, I will enroll in a **budget and planning certification** at the local community college and will seek a **leadership position** within the Association for Christian Fundraising (ACF).*

1. Timeline
2. Sector
3. Geography
4. Culture
5. Learning Plan

Sharpen Your Focus: Declutter



Delete, Recycle,
Scan & Shred



Organize Your Digital
(and actual) Library



Limit Access,
Tighten Meetings

Sharpen Your Focus: Update Your Routines & Rituals

- Capture, Prioritize & Review
- Calendar: Energy Management
- Tackle One **Ritual**: Morning, Evening, Weekly
- **Big Four** Review: Sleep, Diet, Fitness & Mental Health



SUMMARY: Sharpen Your Focus

Three Ways to Sharpen Focus:

- Vision Framework
- Declutter
- Update Your Routines & Rituals



UPDATED EDITION

Author Quiz



mindset

THE NEW PSYCHOLOGY OF SUCCESS

HOW WE CAN
LEARN TO FULFILL
OUR POTENTIAL

2
MILLION
COPIES
IN PRINT

*parenting
*business
*school
*relationships

"Through clever research studies and engaging writing, Dweck illuminates how our beliefs about our capabilities exert tremendous influence on how we learn and which paths we take in life."

—BILL GATES, *GatesNotes*

Fixed Mindset? Stack Your Skills

01

Embrace Self-
Assessment

02

Coach & Be
Coached

03

Change
Internal
Dialogue

Stack Your Skills: Embrace Self-Assessment

Learning Plan

Productivity &
Organization

Strategic
Planning

Sector
Knowledge

Interpersonal
Communications

Management
Practices

Financial
Acumen

Marketing &
Social Media

Governance &
Board
Development

Data
Management
& Technology

Inclusive
Practices

Strategic
Networking

Stack Your Skills: Embrace Self-Assessment

Learning Plan

Productivity
& Organization

Strategic
Planning

Sector
Knowledge

- Pick One **Strength** and One **Challenge**

Communication

Management
Practices

Financial
Acumen

Marketing
& Social Media

- Design your next “semester”

Governance
& Board
Development

Data
Management
& Technology

Inclusive
Practices

Strategic
Networking

Email me for this worksheet!
PM@pmanonprofit.com

Stack Your Skills: Coach & Be Coached



Who Can You
Help?



Who Can Address
Your Challenge?

Stack Your Skills: Improve Self-Talk

Journal Prompts:

Gratitude: 3 Things

Creative: 10 Ideas



SUMMARY: Stack Your Skills

01

Embrace Self-
Assessment

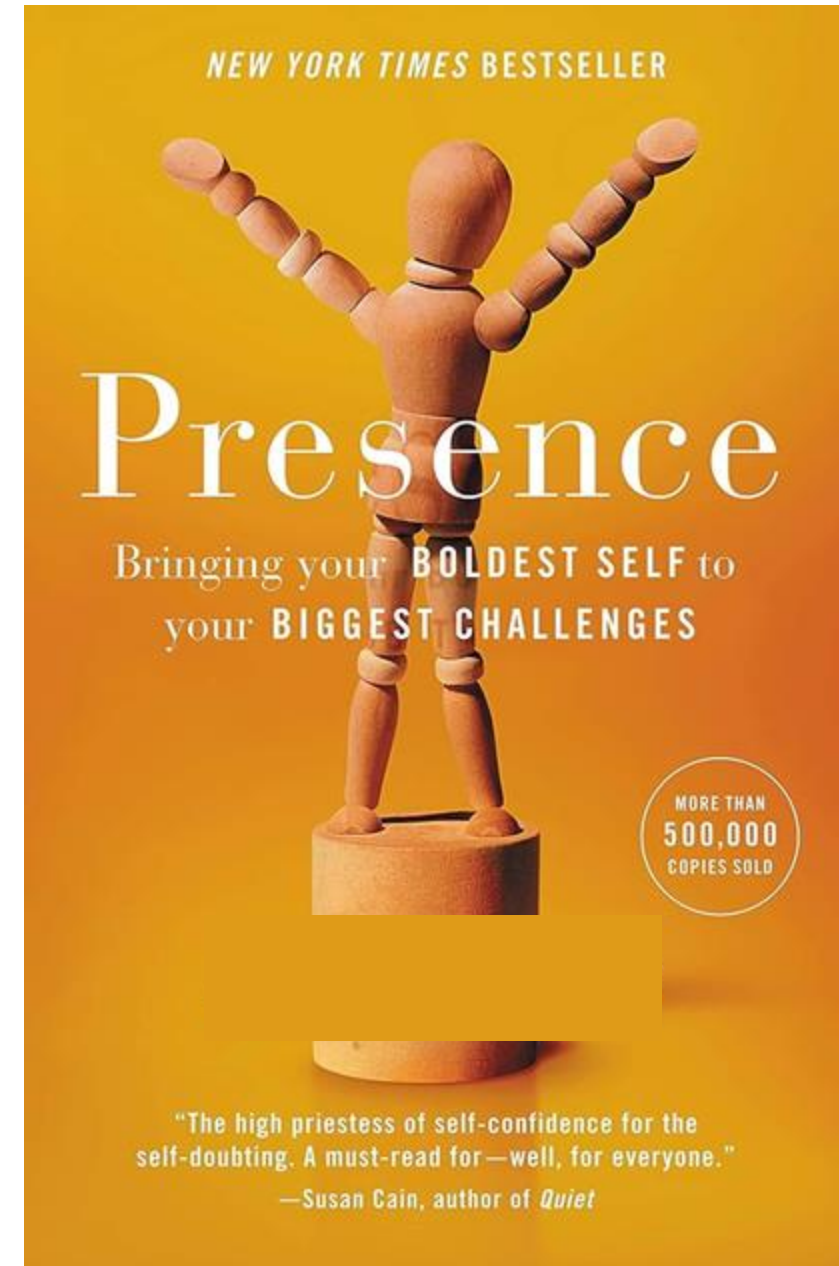
02

Coach & Be
Coached

03

Change
Internal
Dialogue

Author Quiz



No Impact? Amplify Your Voice



Write



Speak



Present

Amplify Your Voice:

Write

- Handwritten Notes (3 a week)
- Executive Summary: One Pager
- Weekly Persuasive Post



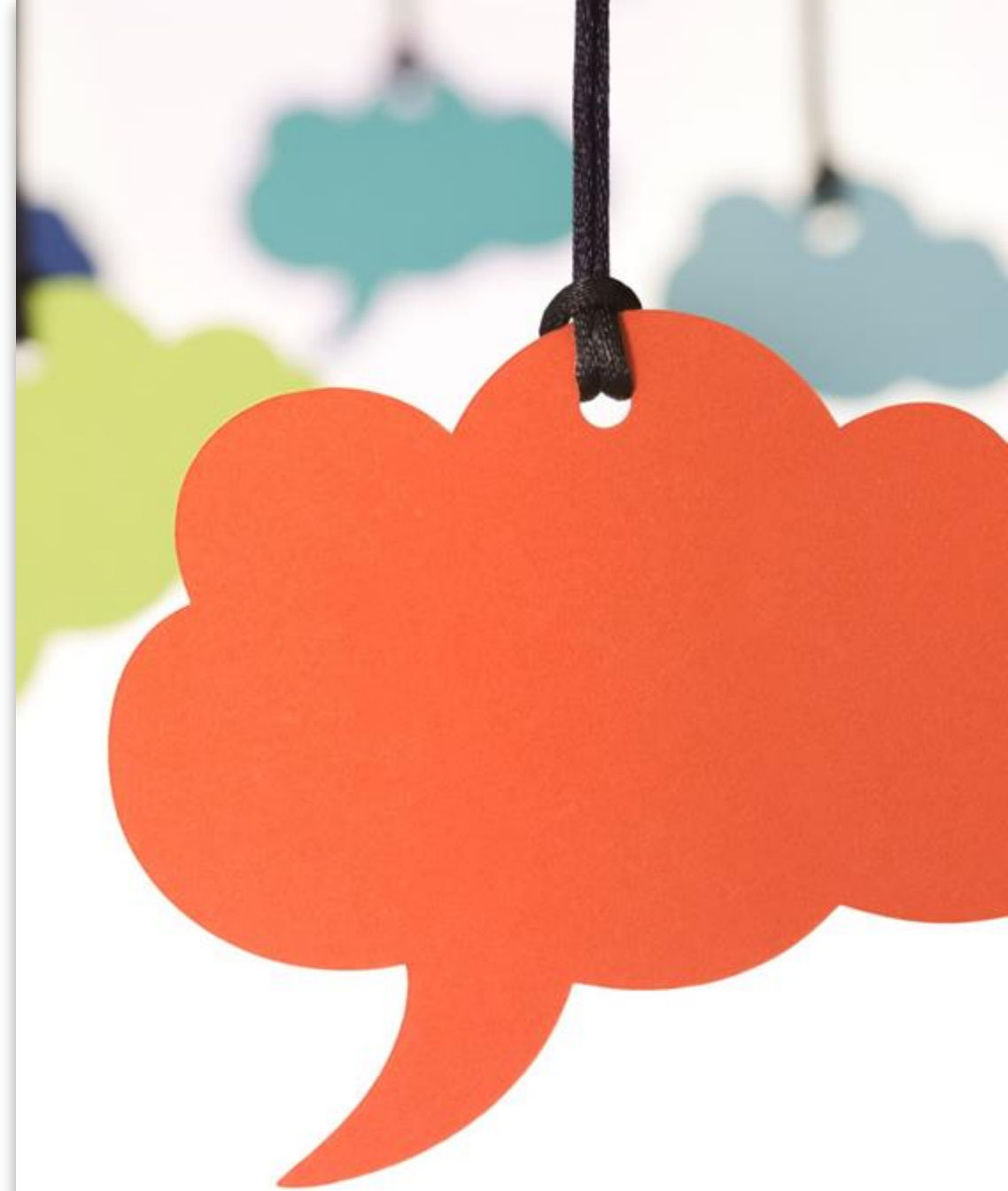
Amplify Your Voice:

Speak

Practice Precision

Strategic Interviews

Listen Better/Ask Better Questions



Amplify Your Voice: Present



Shine in Meetings



Community Volunteer



Seek Conference
Session/Introduction

SUMMARY: Amplify Your Voice



Write

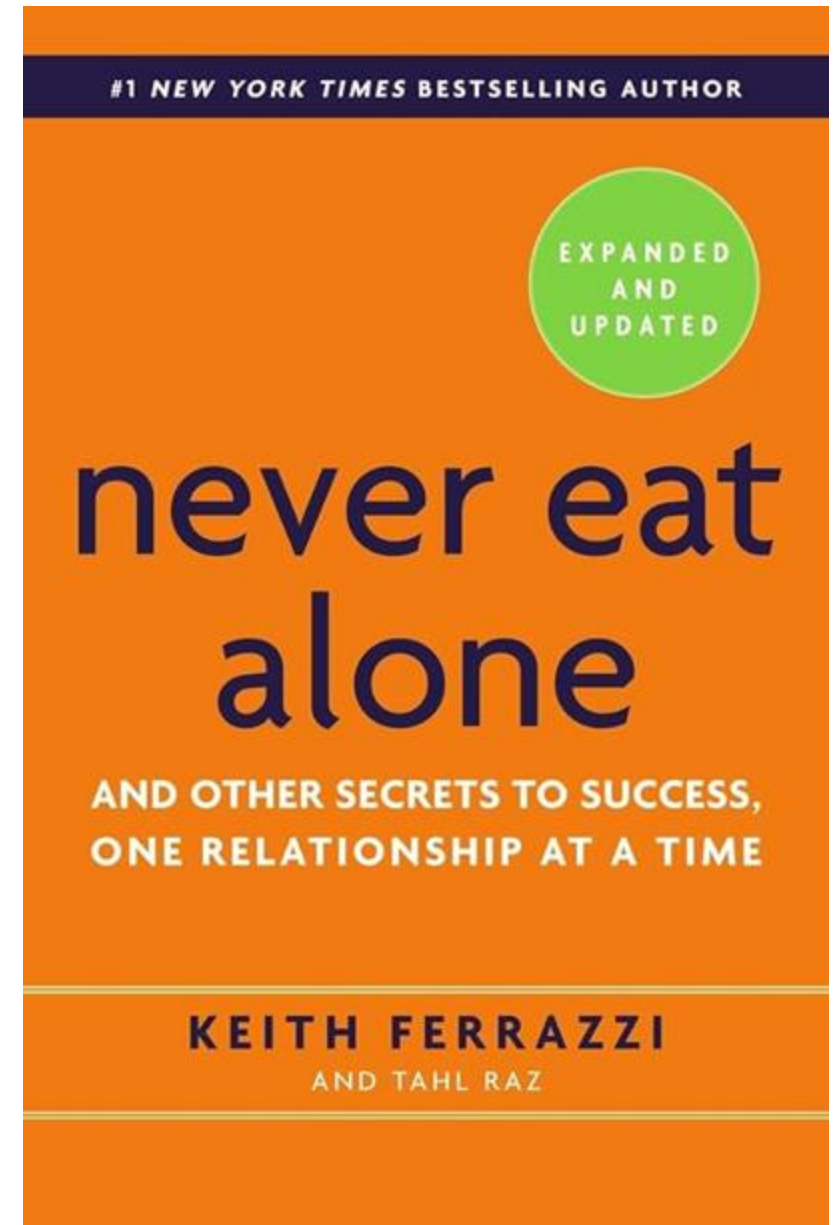


Speak



Present

Author Quiz (Last One!)



Isolated? Build Your Community

Be A **Conference** Commando

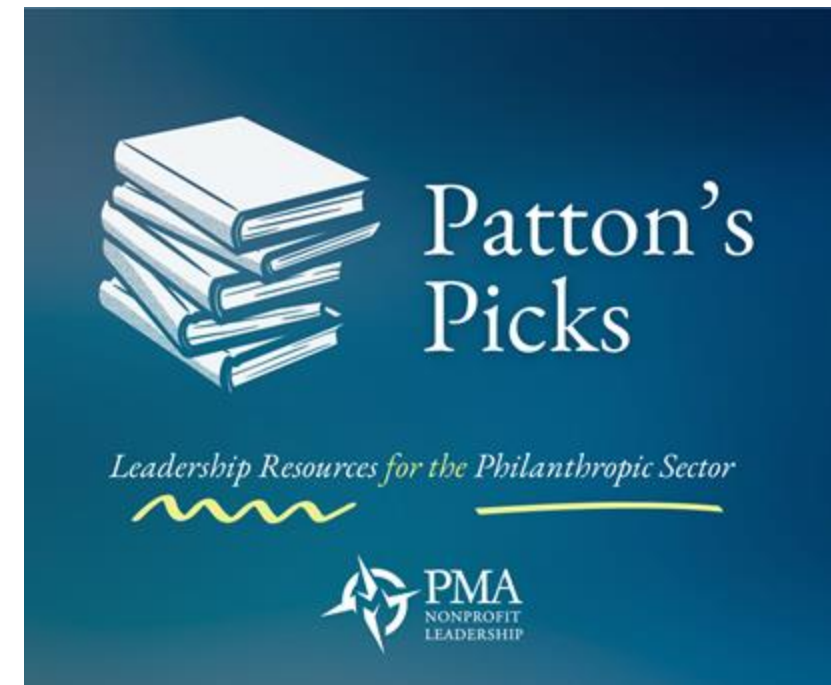
Know Your **Comps & Aspirational**s

Create Your **Mastermind**



Build Your Community: Conference Commando

- Connect With Three People
- Stand and Ask a Question
- Three Take-Aways Per Session



Build Your Community: Know Your Comps & Aspirational

- Sector Awareness: Best in State?
Best in US?
- Two People Who Share Your Role
- Two People You Aspire to Be Like

Why did you **get into** this type of work?

What professional accomplishment are you most **proud** of?

What is the biggest **challenge** you've faced?

What **resources** have been the most helpful to you along the way?

Build Your Community: Find Your Mastermind

“The coordination of knowledge and effort of two or more people, who work toward a definite purpose, in the spirit of harmony.”

Think and Grow RICH

— *css* —
NAPOLEON HILL



THE ORIGINAL BESTSELLING EDITION IN PRINT SINCE 1937

Build Your Community: Find Your Mastermind

SUMMER 2024

DIAMOND GROUP

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- Time & Structure
- Support & Accountability
- Strategic Networking
- Good People = Good Things Happen

SUMMARY: Build Your Community

Be A **Conference** Commando

Know Your Two **Comps** & Two **Aspirationals**

Create Your **Mastermind**



SUMMARY: Advance Your Leadership this Year?

Too Much Volume? ☐ **Sharpen Your Focus**

Fixed Mindset? ☐ **Stack Your Skills**

Recognition? ☐ **Amplify Your Voice**

Isolation? ☐ **Build Your Community**

Thank you

Keep in Touch!

PM@pmanonprofit.com

