



September 2016 • Webinar

Understanding High-Capacity Givers

What they want and need from the organizations they support

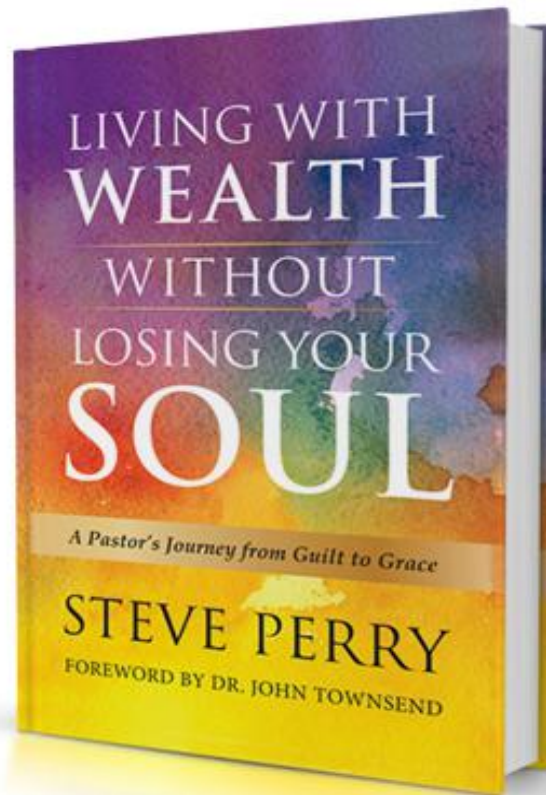
Presenters



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LIVING WITH
WEALTH
WITHOUT
LOSING YOUR
SOUL

A Pastor's Journey from Guilt to Grace

STEVE PERRY
FOREWORD BY DR. JOHN TOWNSEND

**Faith and wealth can coexist
happily, joyfully, and responsibly.**



**Major givers are faithful partners
and champions for the ministry.**



Involvement can range from ‘not wanting engagement,’ to becoming a fully-invested partner in the ministry.



Giver Relationships as “Dating”

Step 1: acquaintance

This is an arm’s distance relationship



Giver Relationships as “Dating”

Step 2: friendship

It's like friending someone on Facebook



Giver Relationships as “Dating”

Step 3: dating



Giver Relationships as “Dating”

Givers will see if there is a good fit with their personal goals and passion, as well as to test the leadership of the organization.



CAUTION

Never assume that a major gift is a proposal for marriage!!



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Giver Relationships as “Dating”

Step 4: marriage



**Migration from core mission can
cause separation.**



**Always remember the donor
determines the level and pace of
the relationship.**





**Giver relationships are more art
than science.**




**Is there any staff or board member
knowledgeable of the intent of the
gift?**



**Send the giver a handwritten note
of appreciation.**





**Personal letters of appreciation
are mandatory on all major gifts.**



The most powerful is the most personal and the most personal is the most powerful.



Donors welcome dialogue.



Don't go dancing for dollars.



Creating partners is your goal.



A donor gives out of 2
pockets – expendable and
investment



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The organization must define the need to address, how a solution is given, and a measure for success.



Key questions about leadership

Is the leader trustworthy?



Key questions about leadership

Is the leader humble?



Key questions about leadership

Is the leader teachable?



Key questions about leadership

Do they play well with others?



Key questions about leadership

Is the leader transparent?



**Good leaders have
good boards**



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**Not every need is the
call of God**



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**Development is more
relational than
transactional**



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Wrong Attitudes

No. 1

**“God loves you and I have a plan
for your money.”**



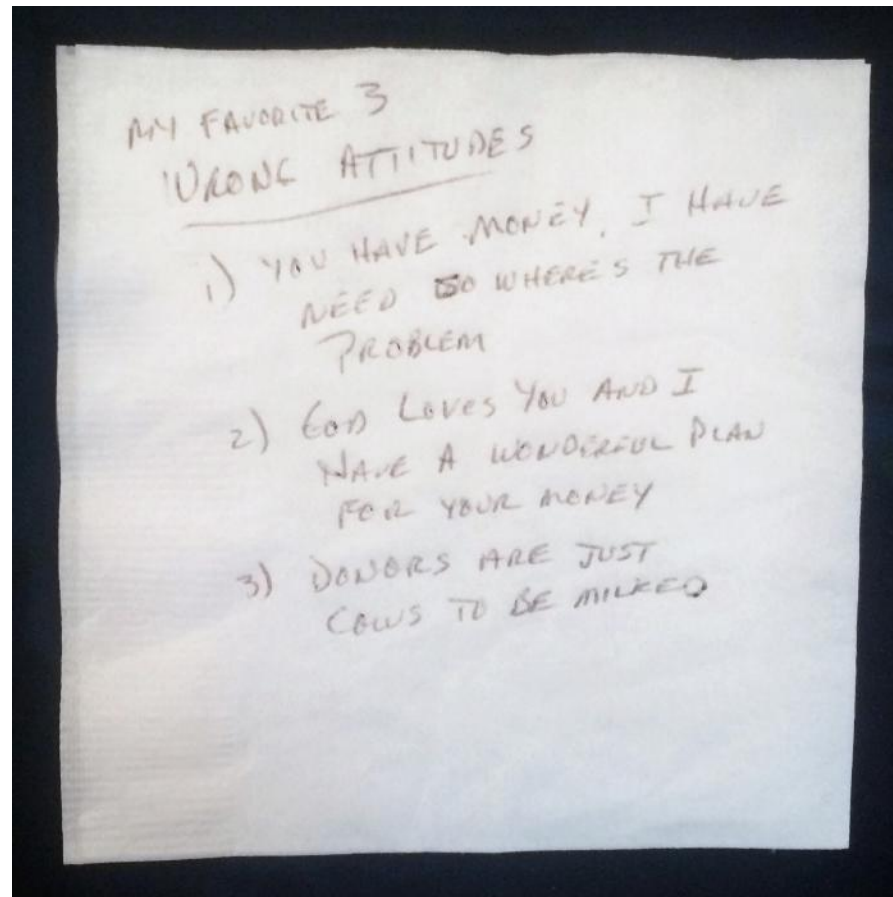
No. 2

**“You have money and I have need,
so where is the problem?”**

No. 3

**“Donors are just cows to be
milked.”**

Wrong Attitudes



Wrong attitudes, as framed in the office of MIF President Dan Davis



Final Thoughts

**Let your thank you be a thank you
and your ask be an ask.**



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or iBooks in either written
or e-book format.

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