

Encore

A Spotlight on Philanthropy in the Performing Arts

Alexander Haas
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

First Things *First*



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www.fundraisingcounsel.com



from the standing-desk of
David H. King | President & CEO

Four Dos & Don'ts for 2019

As you strategize and think through what 2019 will look like for your nonprofit organization, I encourage you to avoid making these four common mistakes. You can think of them as New Years Resolutions or just good advice from a fundraising consultant who's been helping nonprofits succeed for nearly 30 years.

1. DON'T Over-Solicit

We recently shared that 65% of donors who made a first gift to an organization do not make a second gift. Why is that? Donors reportedly stop giving for the following reasons: 69% are over-solicited, 64% say communications are focused on asking for more money; 63% cite a lack of measurable results; 62% are no longer inspired by the mission; and 58% believe that the overhead costs are too high. In short, they are tired of feeling like an ATM without a connection to the organization.

DO Show Genuine Gratitude

Donors are tired of being treated as transactions. Instead, organizations should be giving back to their donors - giving genuine gratitude, valuable information, and stories of their impact. We always recommend organizations take a donor-centered fundraising approach where donors are cultivated in on-going relationships, valued for their unique contributions, and thanked for their specific gift. Donors want to be thanked promptly. They don't want the thank you letter to be a listing of the latest accolades or accomplishments of the organization, and strictly forbidden is an overt or veiled request for more funding. They just want to be thanked.

[2. Don't Put Any Warm Body on the Board of Directors \(go here\)....](#)

It's All About Data Security - Or Lack Of

In the span of just one month, we have learned of two massive data security breaches at Starwood and Quora affecting



600,000,000 or more individuals - many of whom are own staff members.

Are you next? Based on our visits to client sites around the country, you are probably in decent shape as long as your data is under your control. FERPA, HIPAA, PCI DSS, etc. have been around long enough that we have had the lid clamped down

tightly when it comes to our own internal systems.

But what happens when "your" data is no longer under your control? As more institutions evaluate SaaS and PaaS solutions for their advancement CRM and related fundraising activities, we must acknowledge that we are not always going to be in control of our precious data assets. We must rely on others to ensure our data are properly safeguarded when entrusted in their care.

The good news is that every primary SaaS or PaaS product in play for our use these days are very public regarding what measures they have taken to protect data. And our own internal security experts very likely have requirements we must check on before acquiring such a solution. Stanford University, like many others, has a website devoted to this topic.

[But What Should We Look For? Go Here....](#)

Successful Campaigns Require Planning
ARE YOU READY?

Take Our
CAMPAIGN READINESS
Assessment

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You Should Know....

Fundraising Veteran Carl G. Hamm Joins Our Team

Carl G. Hamm was named Managing Partner for Museums and Performing Arts at Alexander Haas. He has nearly 30 years of senior management experience in the nonprofit sector, the majority of which is in senior development roles in the museum field.

"Carl has a history of exceptional fundraising performance and will be a valuable asset to our firm, as well as to our museum and fine arts clients," said David H. King, President and CEO of Alexander Haas.

Prior to joining Alexander Haas, Hamm served as Deputy Director for Development and External Affairs for the **Saint Louis Art Museum**. In addition to his work in the museum field, Hamm's staff roles include three seasons as Director of Development and Marketing with the **Shakespeare Festival of Dallas**, as **Executive Director for Ballet Dallas** and as manager of the **Richardson Chamber Music Society**. His consulting work in the performing arts includes work



with the **Dallas Wind Symphony**, the **Dallas Chamber Orchestra**, the **Sammons Center for the Arts**, the **Office of Cultural Affairs for the City of Dallas**, and other organizations.

[Get to know more about Carl here.](#)

Listen and Learn....



GivingTuesday Doesn't Stop on Wednesday

While #GivingTuesday is a major, nation wide giving campaign held each year the Tuesday after Thanksgiving, your donor and social media strategies should stretch beyond.

It's never too early to examine what worked and what didn't in your Giving Tuesday fundraising activities. In this episode of **Futures in Fundraising**, Muscular Dystrophy Association Executive Vice President and Chief Impact and Philanthropy Officer **Adam Cotumaccio** joins Alexander Haas President and CEO, David King to share specific

strategies for maximizing your #GivingTuesday reach along with tips for nonprofit leadership and growth to help your organization finish the year stronger next year!

[click on picture for podcast](#)



Are You Listening to Our Podcast?



NonprofitNews.com thinks you should! The website's **Donorbox Blog** lists our podcast **Futures in Fundraising** #4 on a list of **8 Podcasts for Nonprofit Founders (in 2018)**.

Catch a new episode of Futures in Fundraising each month on Tuesdays at 10:00 am (EST) on Facebook Live.

To download this show and catch up on others, find us on iTunes.

[Listen to all our podcasts here....](#)

We'd Like You to Know....

Kidd Named Senior Partner

Sandra Kidd, who just celebrated her 13th year with Alexander Haas, has been named Senior Partner and will work with new Managing Partner Carl Hamm as we expand our services to Museums and Performing Arts organizations.



[More about Sandra here.](#)

Transforming Institutions

We are proud of our long history of providing fundraising consulting services to performing arts organizations.

[Check out our past and present clients here.](#)

Face It: Arts Organizations are Different Our Transformational *Fundraising Services*

Alexander Haas serves a cross section of performing arts organizations throughout the country. We specialize (and delight in) what makes you distinctive. As an arts institution, you have different needs at different times. We can help you create real results.

[Read all about them...](#)



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