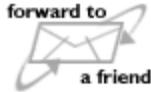


Encore

A Spotlight on Philanthropy in the
Performing Arts

Alexander Haas
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

First Things First



March 28, 2019
www.fundraisingcounsel.com



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

Casting Vision for Fundraising Success

Before Jack Welch retired, he was quoted as saying, "Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion." As we head into spring, it is the perfect opportunity for nonprofit leaders to vision cast (or recast) for their staff, volunteers, and donors. Without a vision for where you're headed, your philanthropic goals are likely to go out the window with your New Year's resolutions ... sometime in early spring.

Casting vision for your nonprofit can be tricky. Your staff, board, and volunteers believe in the mission but can get burnt out from the day-to-day challenges of serving with a nonprofit.

Show Gratitude

Before they scatter for summer vacations, remind each of your board members what you appreciate about the unique gifts they bring to the table-and not just the financial ones. Whether it's their organizational skills, relational skills, financial prowess, or technological proficiency, each of your board members was brought on for a specific reason.

The same goes for your staff and other volunteers. They are likely going above and beyond because they believe in the mission of your organization. Yet, they are probably being given very few resources to make everything happen. That can be the exhausting reality in the nonprofit world. Simple gifts, handwritten thank you notes, or a festive party they don't have to organize or clean up after can go a long way in boosting morale, reconnecting the team, and demonstrate your gratitude.

Paint a Bigger Picture

People give to charities for emotional reasons, not rational ones. But even the most devoted donors can lose sight of the reasons they choose your organization over

another.

[Read more here...](#)

You Should Know....

Worried About a 2019 Recession: Publication asks David King for Insight

Because recession warnings are routinely flashing, *The Chronicle of Philanthropy* recently published articles about the possibility, if nonprofits should worry and things charities should be doing regardless.

The Chronicle reached out to Alexander Haas President & CEO **David King** who offers a few suggestions as to what groups can do even now, when the wolf seems to be at the door.



"Identify what economic conditions affect your donor. David King, head of the Alexander Haas fundraising consultancy, says organizations sometimes worry over "the economy with a capital 'E' " - the global or national economic outlook. He advises instead to "go micro" and look at how key industries or regions are faring.

[Read more about it here.](#)



Listen and Learn....

Need to Start a Fundraising Campaign?



Your nonprofit needs to start a fundraising campaign. Now what? Alexander Haas President & CEO, **David King** joins Laddering Works' Cynthia Hayes to explain the steps for selecting fundraising counsel. From initial interviews to RFP's to finding the right culture fit, David points out key factors to take into consideration.



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

We'd Like You to Know....

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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