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from the Carolina desk of
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One Small Step...

I confess: I like lists. Short lists where each point starts with an action word and ends with an action that seems, well, doable.

So when I recently read a post by Dan Rockwell, whose **website** has a great tagline “Leadership Freak: empowering leaders 300 words at a time,” I felt it was worth sharing:

7 ways to challenge yourself today.

1. **Avoid doing things that matter less.**
2. **Build new relationships.**
3. **Strengthen current relationships.**
4. **Practice a relevant skill (listening, planning, coaching).**
5. **Participate more in meetings.**
6. **Bring up an issue you’ve been avoiding.**
7. **Say no.**

I see lots of ways to put this list to work in advancement:

First, look at what you did last week, note what didn’t really accomplish anything, and resolve not to do it again for at least two weeks.

Second, do something instead to build a stronger personal relationship: call a donor, talk with a colleague at another organization, or, best of all, reach out to someone who benefits from your organization’s good work.

Third, tackle some subject you’ve been avoiding: helping a staff member who’s hit a productivity slump or hearing out a board member or donor who has been critical of a recent decision. If it’s keeping you awake at night, then resolve to deal with it the very next day.

As Rockwell sums it up: **“Set short-term wins. Long-term goals can paralyze. Short-term wins lend themselves to taking action today.”**

Here’s to more short-term wins that will have long-term impact — for all of us!

Former Partner's Collection on Display

Former Alexander Haas Managing Partner **Jim Hackney** and Scott Haight are displaying more than 50 pieces of their pottery collection at the **Richardson Family Art Museum** at Wofford College* in Spartanburg, SC. The exhibit, *I Work With Clay*, celebrates North Carolina pottery. The Hackney-Haight collection contains more than 400 pieces of pottery and features many utilitarian pieces made in North Carolina by potters who are considered living gems in the Tar Heel state.

"There's something wonderful about sitting down with a lump of mud and turning it into something beautiful," says Hackney, who became interested in pottery at a young age.



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Giving, Value of Avg Gift Up in '21

Both overall giving and the average gift amount increased in 2021, a report from the Blackbaud Institute finds. The *2021 Charitable Giving Report* found that giving increased by 9% on a year-over-year basis and 19% over the last three years. The report also found that the overall average gift amount increased 10% from 2020, with an average donation amount of \$813.

According to the report, online giving also grew 9% in 2021, showing a three-year increase of 42%; and 28% of online contributions were made from a mobile device. Indeed, all giving subsectors showed growth in 2021, with giving to environmental organizations growing the most, at 19.3%, followed by arts and culture organizations, which saw an increase of 15.2%. *PND, 2018*

Save the Date



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