

Helping Hand

A Fundraising Newsletter to Help Those
Who Help Others

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

Trickle Down Philanthropy

I'm fascinated by the changing trends in philanthropy, particularly as it relates to innovation. Every day we are introduced to some new technology that promises to encourage our well-being up the positive vector. Maybe you're wondering, Why am I reading about technology and innovation in a Philanthropy blog-stay with me.

This past summer I was amazed at the story regarding Dr. Atul Gawande, who was appointed CEO of a yet to-be-named nonprofit healthcare venture established by Warren Buffett, Jeff Bezos, and Jamie Dimon. Yes, that's Berkshire Hathaway, Amazon, and JP Morgan.

Let's start by considering that in their own right, each of these dynamic leaders is a significant philanthropist. Now, let's consider their motivation for hiring Dr. Gawande and setting up this nonprofit venture.

It's not greed; it's the desire to fix something that is broken-to make healthcare better, more accessible, and less expensive. Isn't that what we are all doing in our respective areas-attacking a challenge, preserving, advocating, protecting, or just making something better?

[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*....



What Donors Really Want

Author, CEO and Founder of MarketSmart **Greg Warner** joins Alexander Haas President and CEO David King to share tips for fostering donor relationships by giving them what they really want.

He says, "If you work through the process correctly, you don't even have to ask donors for a gift."

[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....

Carl G. Hamm Joins Our Team

Carl G. Hamm was named Managing Partner for Museums and Performing Arts at Alexander Haas. Carl 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 was most recently Deputy Director for Development and External Affairs for the Saint Louis Art Museum.

"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.



[Read more about Carl here...](#)

We'd Like You to Know....

Transforming Institutions



Amigos for Christ in Buford, GA is a new Client Partner. We are excited to begin our partnership.

For more than 30 years, Alexander Haas has been a fixture in the nonprofit community. We are honored to have worked with some of the largest, and some of the smallest, organizations that help make our country a better place to live.

[See our comprehensive list of client partners...](#)

Our Transformational Services

Alexander Haas offers a wide range of fundraising consulting services for organizations of all sizes. Our priority is to help transform institutions that transform lives. Whether you are readying for a capital campaign or need to assess your annual fund, our services are tailored to each individual client.

[What can we help you with?](#)



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