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## The First Visit: Successful or Suboptimal

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I don't know that I can count the number of times a gift officer has said to me that he/she/they had a good initial visit with a prospect, but wasn't quite sure what to do next. Suffice to say, it has happened many, many times. I typically tell the officer that this is a common question. I follow that comment with the suggestion that the first visit may not have been as good as imagined. Why? One of, if not THE, main purpose of an initial visit is for the gift officer to get a better idea of what may be appropriate next cultivation steps for a prospect. For the gift officer to not have a better idea of the next steps—and even to have proposed some as potential next interactions at the meeting's conclusion—indicates that the initial visit was not successful.

When meeting with a major gift prospect (or potential prospect in a qualifying visit), the most important task is to ask questions. It's less about what a gift officer says to a prospect than it is what a gift officer asks the prospect. If a big part of what we are doing is seeking to understand a prospect and what that prospect values, then it is imperative that we ask and listen. As a mentor told me, you never learn anything with your mouth open.

If the prospect is or has been a financial supporter of the organization, the one question the gift officer should ask without fail is "When you made your gift, what is it that motivates you to do so?" If the prospect is not a supporter, the gift officer should ask about the charities the prospect supports and the motivation that drives that support. (That's a good way to learn what the prospect values and is a good question to ask those who support us—helpful, supplemental information.) If that prospect isn't a donor but is engaged in other ways, asking about the motivation is also helpful.

If the prospect is a member or supporter of your organization, spending some time asking about the prospect's experience at the organization is also important. Why did she/he/they choose to get involved? Who were any influential staff or memorable community members? How/why? Also, ask about the prospect's impressions of the organization today.

With that information in hand, the gift officer should seek to determine areas of interest for the prospect. Based on the information gathered in the initial conversation and in light of the current strategic priorities of the nonprofit, the gift officer should indicate to the prospect that the organization will be putting emphasis on the following three or four initiatives (among others) as it moves forward. These are areas for which the gift officer will be seeking philanthropic support, but that should not be part of the conversation at this point. It is to

simply describe the three or four areas, indicating why they matter at this point and the impact they will have. After doing so, ask the prospect for her/his/their impression of/reaction to those. Do any resonate more than others?

With that having been done, it is time to open the door to hear what the prospect thinks is important. A simple, “As you think about the organization, are there any areas that—to your way of thinking—are particularly important?” This may well open the door for the prospect to discuss an organization program that may not be a strategic priority but is still an area where support would be welcome.

If a gift officer only discusses what is important to the organization, a donor’s real passion may be undiscovered. If the gift officer, in the interest of being “donor-centric”, asks the prospect about her/his/their interest, it is possible to leave undiscovered what could be an intriguing opportunity for the prospect. (“I think outreach is important, to be sure. But I didn’t know you were considering expanding and enhancing your community program. I’d like to learn more about that.”)

By spending time in an initial visit learning more about the prospect and getting that prospect’s perspective on important initiatives at the organization—whether part of the strategic plan or part of the donor’s interests, irrespective of the plan—a gift officer will be well positioned to take welcome, important and relevant next steps.

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[Our Team](#)

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## DAF'S: They're Not Just For December Anymore

The *2024 National Study on Donor Advised Funds* provides detailed information about DAFs that can help development professionals sharpen their DAF fundraising strategies. Researchers analyzed 57,539 individual accounts. This contrasts with most reports on DAF activity, which typically rely on aggregate 990 data from DAF-sponsoring organizations. The report was the result of voluntary participation by 111 DAF programs at community foundations and national and religiously affiliated sponsoring organizations across the country from 2014 to 2022.

### Key Takeaways

**Although gifts from DAFs spike in November and December, giving is steady throughout the year,** the fourth quarter accounted for 32% of annual grant dollars. However, gifts of less than \$50,000 were more prevalent at the end of the year than gifts of more than \$50,000.

**More than 90% of DAF accounts have succession plans in place for when the adviser dies.** Of those, 69% had designated a successor adviser, such as a family member, and 30% selected either a charity or the sponsoring organization. The remaining 1% chose a combination.

**Unrestricted grants are more numerous but account for far fewer dollars.** Overall, 59% of the grants from DAFs in the study were unrestricted, but they tended to be smaller. Only 29% of grant dollars were general operating support, while 71% were earmarked for specific purposes.

**One-fifth of DAFs were inactive from 2020 to 2022.** More than one in five accounts made no grants in the final three-year period examined in the study. Looking throughout the entire study time frame, 67% of DAFs made no grants “within the same year they opened.”

**The largest DAFs hold the lion’s share of assets.** DAFs that have less than \$100,000 make up 65% of accounts, but together, they hold only 3% of all DAF assets. DAFs that hold \$10 million

or more make up fewer than 1% of accounts, but they hold 60% of all DAF assets. Similarly, accounts with \$1 million to \$9.99 million account for just 6% of accounts, yet they hold 24% of all DAF assets.

**DAF holders often support more than one charity.** More than half of DAF holders support three or more organizations and 9% support 15 or more. The largest share of DAFs – 45% – support one or two organizations, while 24% support three to five organizations, and 11% gave to six to eight.

**When it comes to targeting young, new donors, DAFs may not be the best bet.** Baby boomers held roughly half of all DAFs. Generation X held just over 20%, the Silent Generation (also called *Traditionalists*, who were born between 1928-1946) 18%, and millennials less than 10%. The oldest (Greatest Generation) and youngest (Gen Z) together accounted for 3%.

[More here.](#)

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## Jews Who Experience Antisemitism More Likely to Give

American Jews who have experienced antisemitism give an average of almost 10 times more to charity than those who have not, according to a report focused on American Jewish philanthropy. A new study from the **Indiana University Lilly Family School of Philanthropy** and the **Ruderman Family Foundation** examines American Jewish giving and volunteering across demographics and Jewish denominations during 2022 and is based on a survey of households—two-thirds Jewish, one-third non-Jewish—and analyzes giving to local and national causes, Israel-focused organizations, congregations, religiously-identified organizations, and to secular organizations. Respondents who personally experienced antisemitism or had someone in their household who experienced it reported giving more to all causes.

- Orthodox Jews reported experiencing antisemitism at significantly higher levels than other Jewish respondents.
- American Jewish donors who had experienced antisemitism gave over six times as much to non-religious institutions and organizations than donors who had not.
- Findings included a clear link between concern over antisemitism and respondents' giving rates, with those who reported being very concerned giving at higher rates—80% versus 53% among those who said they were not at all concerned.

[More on the survey here.](#) (PDF) *NPD*, 3-21

Our LinkedIn

### 5 Years and Counting

Shout out to **Carl Hamm**, who is celebrating 5 years at Alexander Haas. He joined us after serving for 8 years as the Deputy Director for Development and External Affairs at the Saint Louis Art Museum,



### Where We Came From... And Where We're Going

where he completed the museum's \$145 million campaign at \$160 million.

He has 30 years of experience in the non-profit sector, working with organizations representing practically every discipline of the arts. Before moving to St. Louis, he served as Senior Vice President for the Fort Worth Museum of Science and History, where he created and completed an \$80 million campaign to construct a new museum campus in Fort Worth's Cultural District. He also played a leadership role in the Dallas Museum of Art's\* \$200 million campaign.

We are so happy he is on our team, and so are the museum clients he works with.

*\*Alumni Client Partner*



"We are still Atlanta-based....  
Our roots are here."

Upon the announcement that our Firm has a new owner, David King, President of Alexander Haas, sat down with **Maria Saporta** and talked about what it means to Alexander Haas and its clients, current and prospective.

That conversation, in turn, led to a trip back down memory lane, to our beginnings. It's an amazing story that begins in 1954 and Mrs. Leonard "Be" Haas.

Take a look at our history, and more information about where we are headed.

[Article here.](#)

## Welcome New Client Partner



# CAMP SOUTHERN GROUND

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## We Know Social Service Organizations

For more than 35 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 across the country that help communities be a better place to live.

## A Fresh Approach to Fundraising

Our services aren't cookie cutter. We don't operate with a boilerplate, merely changing names and locations. We craft each and every service we provide to match your organization's unique needs, wants and abilities. We work hard and expect you to do the same. Together we can help you transform your institution, your fundraising, and the community you serve.

Whether your need is in Capital Campaign, Annual Fund Campaign, Major Gifts, Leadership Annual Giving, Planned Giving or all of the above, we take a fresh approach to nonprofit fundraising.

[Our Services](#)



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