

Museum Results

Your Monthly Resource for Philanthropic News
from Alexander Haas

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

Ways to Empower Your Board for Success

Nonprofits could not achieve their goals without the collective manpower and connections of their board members. Yet, with the average board consisting of 16 individuals - each having other obligations and priorities in their lives - managing them effectively can be a challenge. Rather than struggling to reign in a troublesome board, here are four ways nonprofit leadership can set their board and organization up for success.

Define & Communicate Clear Expectations from Day 1

When an organization comes to us with a perception that their board isn't functioning well, we can usually trace it back to a miscommunication when they initially asked a board member to volunteer. The expectations of the staff are often vastly different than what the volunteer assumes their role to be. It's imperative that nonprofits clearly define and communicate realistic expectations when asking someone to volunteer on their board.

Value Board Members as Individuals, Not a Group

Nonprofits need to look at the skill sets of individual board members, their availability and time constraints, and make sure they are using each person where they can be most effective. For example, there may be one very busy board member who has the right connections but a limited amount of time to give.

[Instead of inviting that person to 20 meetings...](#)

The Day After The Day

Our mission at Alexander Haas is to help clients develop fully



functioning Development Offices. This includes having an Event Strategy in place. Much of our work involves strengthening the ability of our clients so they can secure major gifts. A recent article written by **Brooke Battle**, founder of SWELL Fundraising, *5 Signs You Are Throwing a Party Instead of a Fundraiser*, highlights the importance Events play in this process.

One of our clients recently hosted an Event that marked its 10-year anniversary-quite a run for a single event. This same client is currently involved in a major Capital Campaign-the biggest in the organization's history. In fact, at completion of this year's Campaign, the organization should be prepared to move onto a national and international stage.

As usual the Monday after the Event, our consultant followed up with the development team. Typically, this is a hectic day. It's also the day when a collective sigh of relief resonates throughout the team. I was told the Event was a great success: goals were surpassed; more attendees participated than ever before, and for the first time in 10 years, registration went smoothly!

Then when asked the question consultants are paid to ask: "How many new donors did you identify?"

[Crickets.....](#)

Listen and Learn....

Risk Management for Nonprofits



When you hear "risk management," do you instantly think of insurance for your nonprofit?

Ted Bilich, CEO of Risk Alternatives joins the podcast to change that mindset and help organizations see how managing uncertainty can prepare the path for a successful future. He also shares results of their recent survey and interviews with foundations and their grantors concerning risk management.



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) [sic].

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 up this is good stuff...](#)

A purple and yellow banner for 'Giving USA 2018: Results'. On the left, a yellow arrow points to the text 'CLICK HERE to hear the presentation and Q&A session'. The main text reads: 'Giving USA 2018: Results What do the findings mean for your subsector? David King, President & CEO of Alexander Haas, explains in this live recording.' Below is the Alexander Haas logo with the tagline 'TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES'.

A photograph of an art gallery with a grid of colorful circular icons on the wall. A quote is overlaid on the bottom right of the image.

“ We made it! It was an enormous challenge, and clearly would not have happened without the wise and steadfast help we received from Alexander Haas! I have no doubt that had it not been for them, we would not have reached our lofty goals. F. Terry Stent, Campaign Chair **HIGH** ”

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Meet Us in Mississippi....

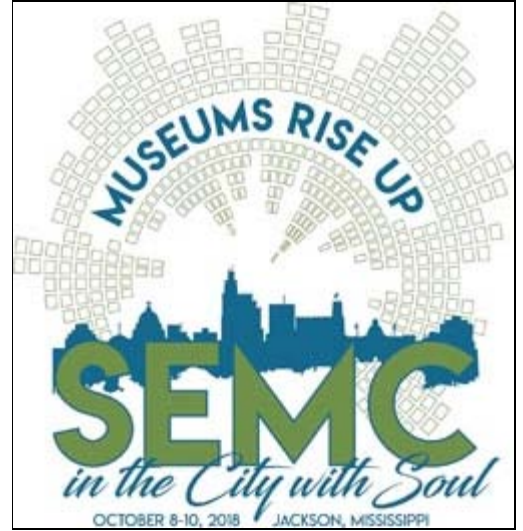
Alexander Haas Sponsors Events at SEMC

The **Southeastern Museums Conference** will "rise up" at its annual meeting in Jackson, MS, October 8-10.

Proud of our continued support of the SEMC conference, this year, **Alexander Haas** will once again sponsor the **Directors and Trustees Luncheon and Leadership Forum**, where directors and trustees from around the region will network and share concerns, successes and challenges with peers.

Alexander Haas Partner **Sandra Kidd**, who leads the firm's museum practice, will be joined in a roundtable discussion with **Mary Baily Wieler**, president of the **Museum Trustee Association**, Baltimore MD and **David Butler**, executive director of **The Knoxville Museum of Art**, Knoxville TN. The panel will discuss ways to mix up traditional methods of board recruitment by using the power of LinkedIn and other social networks to meet, cultivate and recruit a pool of potential leaders for the future. This roundtable will start with some new ideas to shake up old models, and then will open the conversation for attendees to share ideas and experiences.

For more information about the conference, and to register, go [here](#).



Get to Know...

Team Member Spotlight:

John Taylor

Meet **John Taylor**, Partner with Alexander Haas. As a Partner, John applies his extensive background in development to serve a wide variety of clients. For over 30 years, he has served as a leader in the field of advancement, campaign management, and board development and has helped nonprofit organizations around the world to enhance the operational aspects of advancement and assist them with strategic and campaign planning, preparation and execution.

In this month's **Team Member Spotlight**, John shares what inspired him to join the Alexander Haas Team, why he loves helping others and his favorite go-to resources for news and information in the fundraising field.



[Don't miss this spotlight...](#)

We'd Like You to *Know*....

Transforming Institutions

We are proud of our long history of providing fundraising consulting services to museums across the country.

Take a look at all of our past and present museum [Client Partners](#).

Face It: *Museums* are Different Our Transformational Museum Services

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

[Read all about them!](#)



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