

# RISE

Results in Independent Schools E-newsletter  
Shining a Light on Fundraising

Alexander Haas  
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

**First Things First**



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[www.fundraisingcounsel.com](http://www.fundraisingcounsel.com)



from the roving desk of  
**Arthur L. Criscillis, Ed.D.** | Managing Partner

## Boosting Morale is Simple...But Not Easy

In every organization, people are undoubtedly the most important resource. The energy of a happy, healthy work environment can serve as a great recruitment and retention tool, as well as improve overall productivity and creativity. Conversely, low morale can zap the energy and productivity out of a team.

In the world of advancement, we often face work environments where employee morale is low for a myriad of reasons. There has been no shortage of challenging and difficult events affecting charities.

These scenarios can understandably create stress and uncertainty including closures and personnel cuts. And those are but a few examples, which point to the many ways those of us in advancement can be dealt in the complex and challenging environment in which to do our work.

In an important and timely article in *Advancement Weekly* on boosting morale when times are challenging, several tips are offered to leaders working with a team or office environment experiencing low morale: be direct, rebuild trust, and inspire others. And works for all kinds of organizations including independent schools.

[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....](#)

**YOU HAVE UNIQUE CHALLENGES.**

*We have fundraising solutions.*

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TODAY**

*Alexander·Haas*  
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## We'd Like You to *Know...*

### **Our Transformational *Fundraising Services***

You're just a jump away from learning about all the fundraising aids Alexander Haas has in its vault of Transformational Services.

[\*Jump!\*](#)

### ***Transforming Institutions***

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, independent schools that help transform our nations adolescents into our next leaders.

[\*Our Independent School Client Partners.\*](#)

*Alexander·Haas*  
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