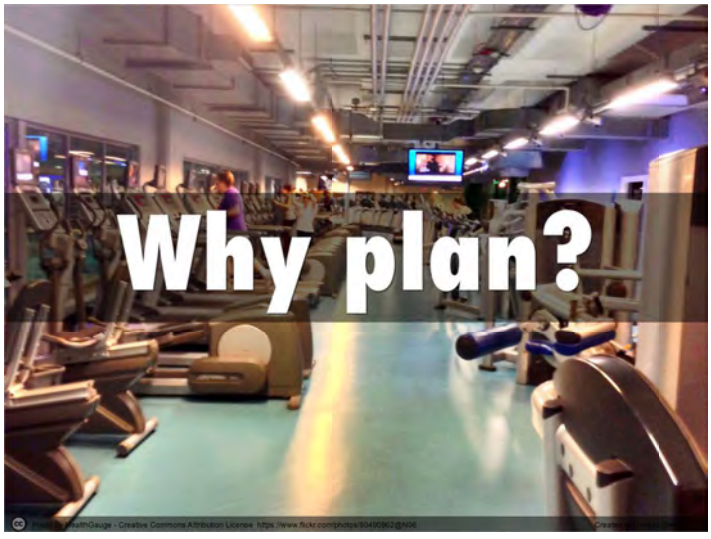
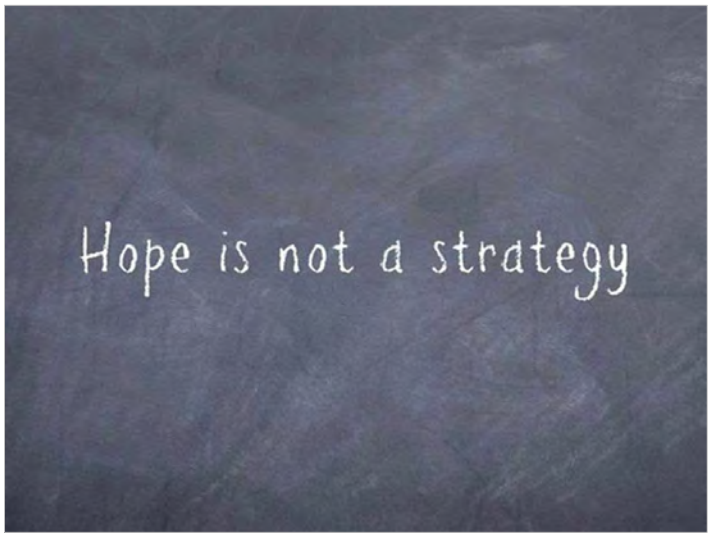
Topics

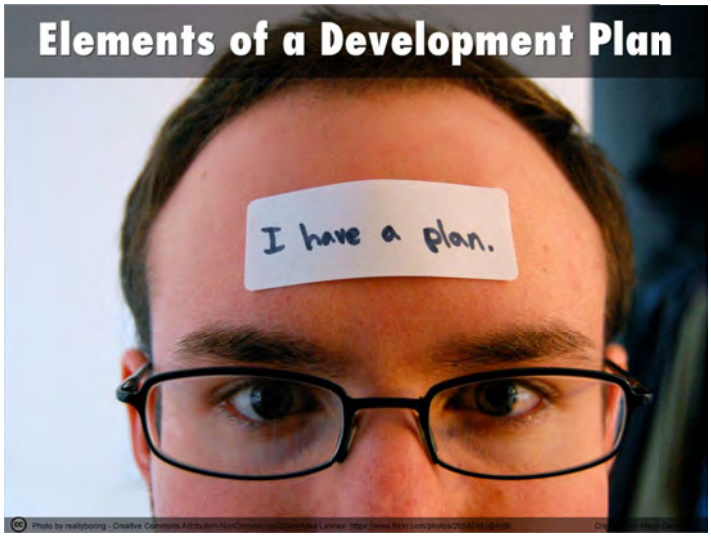
- Elements of a development plan
- Short term and long term
- "Chronic illness" elements and "wellness" strategies



Start diet today!
SALTER


Hope is not a strategy

Elements of a Good Plan
• Assess first
• Have SMART goals
• Develop action steps
• Need accountability



Plan Elements

- Background and context
- Key messaging
- Strategic funding priorities

Plan Elements

- Assessment
- Development infrastructure priorities
- Additional resourcing
- Key constituents

Plan Elements

- Fundraising tactics
- Financial projections
- Action plan
- Accountability

Plan Elements

- Fundraising tactics
- Financial projections
- Action plan
- Accountability

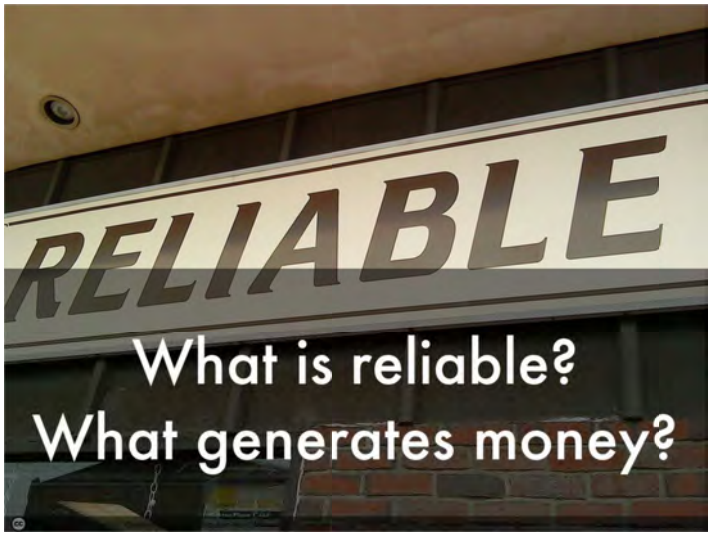
What makes you cool?

What's "fundable"?
WHAT IS NEXT

How can I improve the process?

Who can help?

Choosing tactics


RELIABLE
What is reliable?
What generates money?

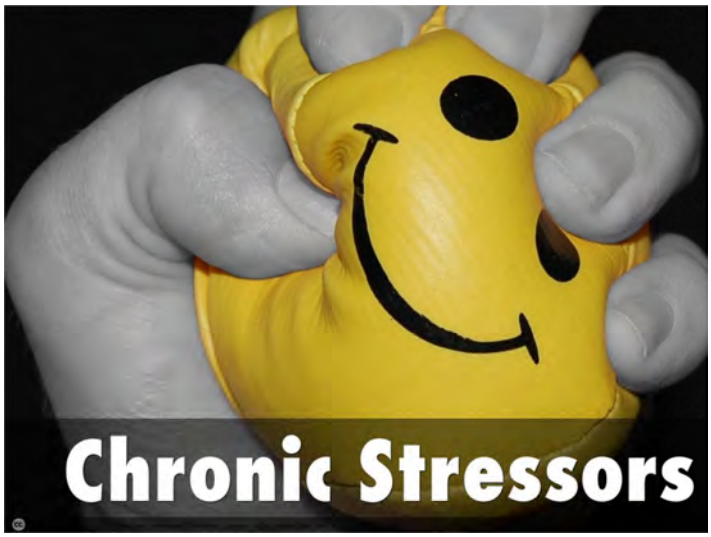
Fundraising Ideas Matrix

Developing projections

- Look at historical performance
- Determine level of risk
- Be conservative

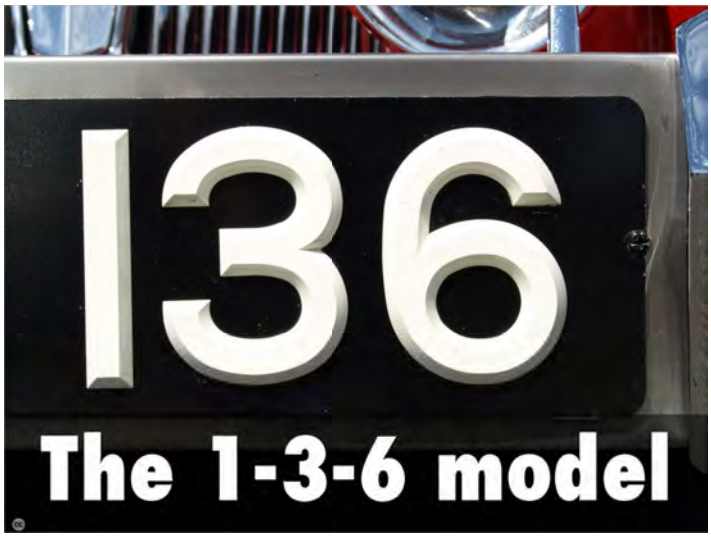
Action steps

- Yearly
- Quarterly
- Monthly
- Weekly
- Daily

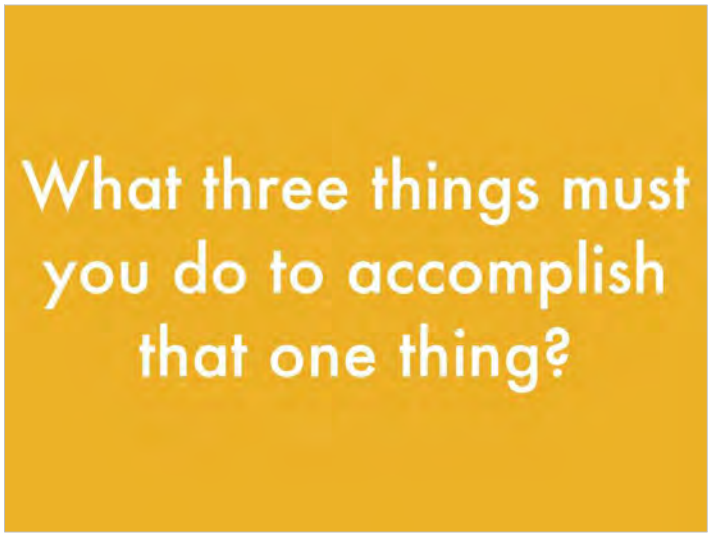


What stresses you out?

- Culture of philanthropy
- Barriers to progress or change
- Constant "show me the money"
- Fight or Flight



What one thing must you achieve to feel successful?


What three things must you do to accomplish that one thing?

What six things must you stop doing to make room for the three things?

Dan Coughlin
Discipline of
Acceleration

Wellness strategies

Continual Process Improvement

BRUIN TRACK
BRUIN TRACK
Short term goals

Self care and celebration

At ease
Just do it!
Urgent
Set a time to start

START
FINISH