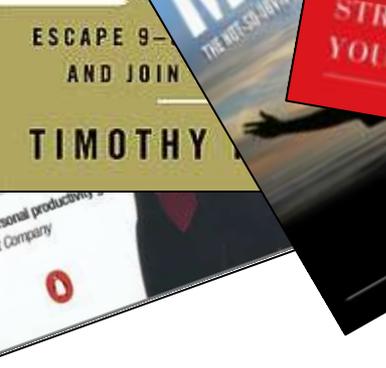
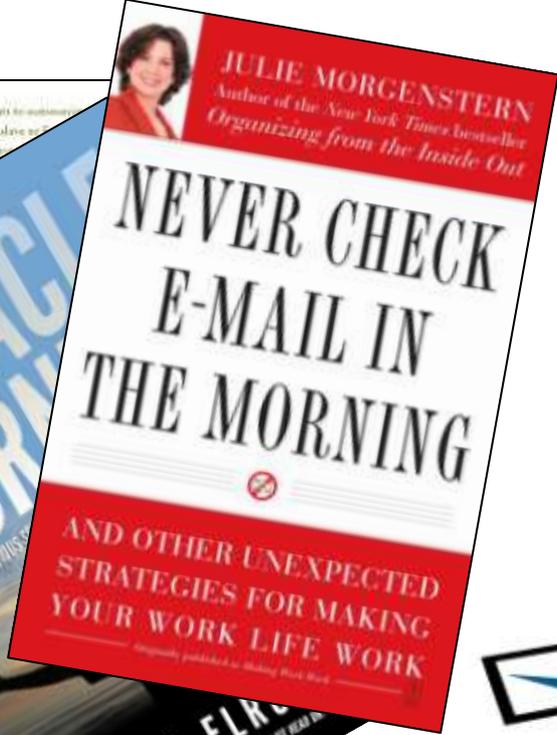
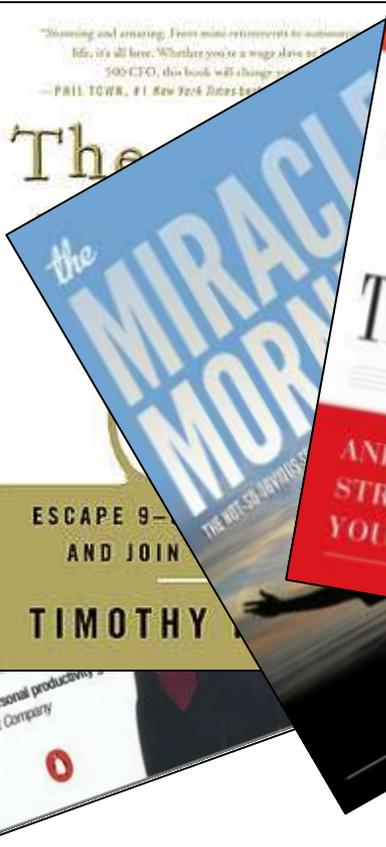
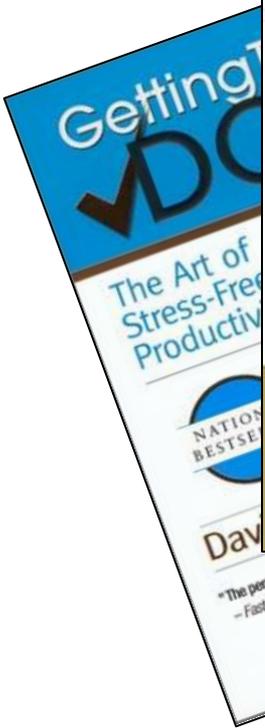




How to Fix Your Productivity to Amp Up Your Results



A confession ...



productive
FUNDRAISING

wake up shoes in
do rest of chores
Read
snuggle if unuf time
Play video games
breakfast more video games
get dressed and brush teeth
do ^{spiano} homework
lunch ice scuite with mom
amb Alex choclit world pidno
dinner go to get and snuggle
sleep

systems guy

- 1) Focus on the basics
- 2) Build the system
- 3) Put it on autopilot



**BUT
WHY?**

#productivitynerd

**BAND REHEARSAL
AREA
USE CAUTION
WHEN PARKING**











#productivitynerd

Who is this guy?

And why does he think
he knows what he's
talking about?



CFRE™



productive
FUNDRAISING
with Chad Barger, CFRE

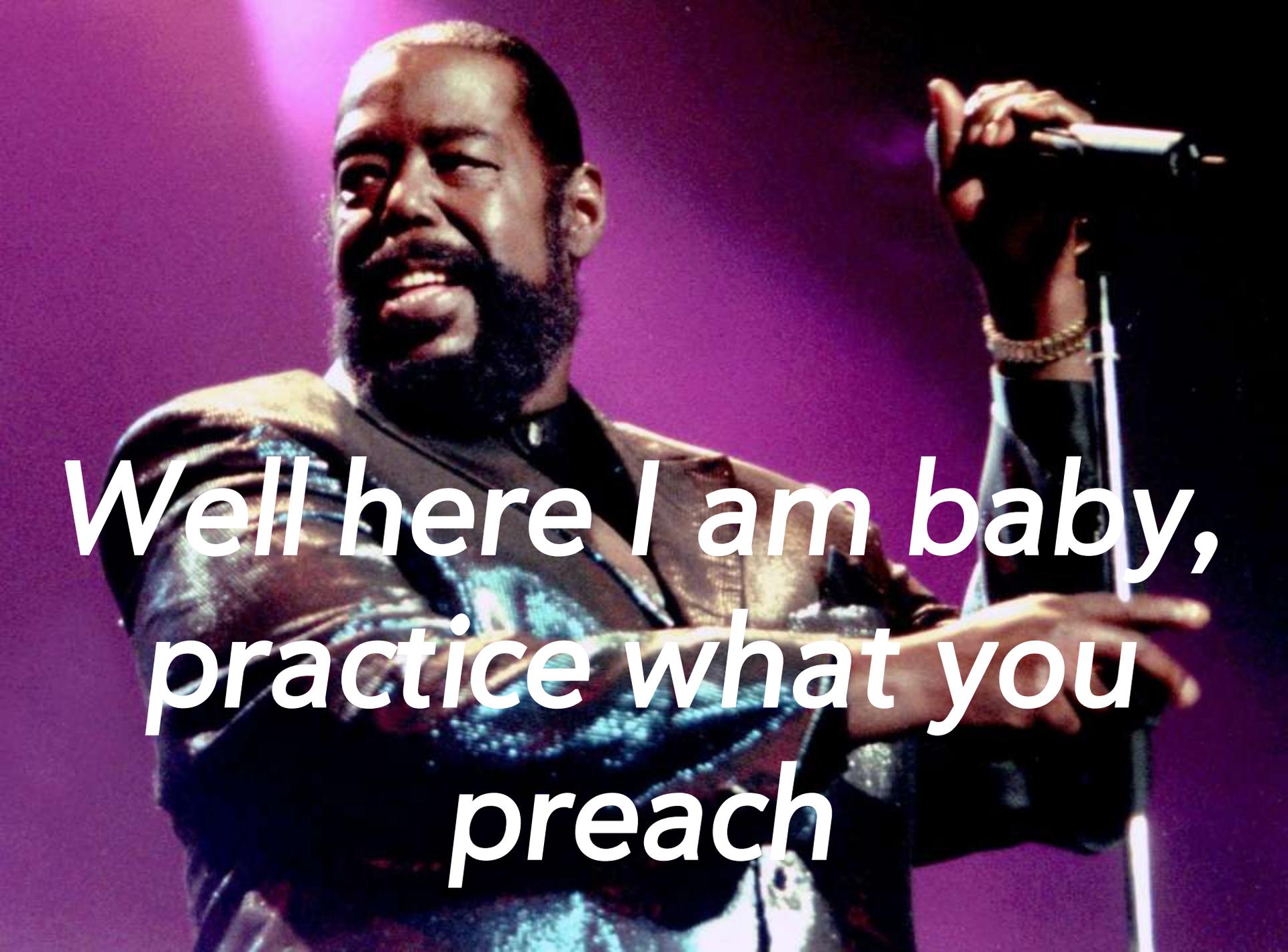
fundraising strategy
capital campaign support
board training

for small, but mighty, nonprofits

conference keynotes & workshops







*Well here I am baby,
practice what you
preach*

16 areas that the
productive fundraiser
should focus on to fulfill
their organization's
mission by working
smarter, not harder

AGENDA

1) 16 Things (30+ hacks)

2) Q&A



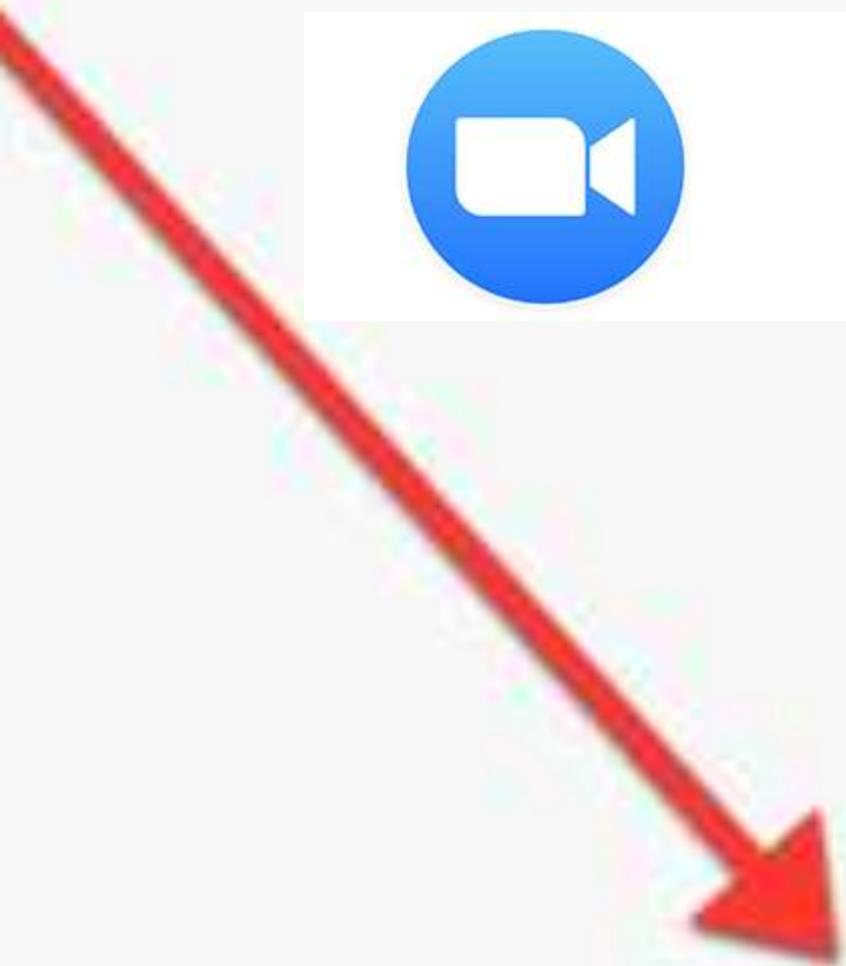
hack (n)

a strategy or technique
adopted in order to manage
one's time and daily activities
in a more efficient manner



zoom

Video Conferencing



Participants



Q&A



Polling

Share

SLIDES + RESOURCES

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#1 Manage Your Time, Energy & Attention















[Aあ English](#) [👤 Jane Finch](#) [0](#) [Talk](#) [Preferences](#) [Watchlist](#) [Contributions](#)

Notifications [?](#)



Johnny Demo mentioned you on **User talk:Johnny Demo**.
Responded to Jane
33 minutes ago | [View changes](#)



Johnny Demo posted on your **talk page**.
Hi Jane: *new section*
41 minutes ago | [View changes](#)



Johnny Demo thanked you for your edit on **User talk:Johnny Demo**.
Hi Demo: *new section*
38 minutes ago | [View edit](#)

» [All notifications](#)

[⚙️ Preferences](#)

#2 Have a Plan & Make Daily Progress



Have a plan,
period.

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#3 Avoid Meetings & Maximize Those That You Can't





**I SURVIVED
ANOTHER
MEETING
THAT SHOULD HAVE
BEEN AN
E-MAIL**



Fisher-Price

Fisher-Price

Ages 4+

Now your kids can suffer just like you!

Grab your latte and get ready to join the conference call that never ends! From the hold music to the endless circular conversation, the Soul-Crushing Meeting playset will keep your kids busy for hours!

- Comes with:
- Conference Phone
 - Conference Table
 - 4 Chairs
 - 4 Coffee Cups

Soul-Crushing Meeting™

- Conference Phone
- Conference Table
- 4 Chairs
- 4 Coffee Cups



MADE WITH MÖMUS







I. Call to Order

II. Introductions

III. Consent Agenda

A. Minutes

**B. Executive Director's
Report**

**C. Committee Reports
(no requiring action)**

IV. Financial Report

V. Strategic Discussions

VI. Old Business

VII. New Business

VIII. Adjournment

**Who is going
to do what
by when?**

#4 Learn
Something New
Every Day





If it ain't
broke,
don't fix it.



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A woman with her hair in a bun, wearing a grey long-sleeved shirt, is sitting on a brick-paved surface. She is holding a tablet computer with a black screen and looking at it intently. The background is a brick-paved ground.

 pocket



#5 Play Your Part to Promote Donor Retention



45%

Fundraising Effectiveness Project (FEP)

RETENTION >
ACQUISITION

People give to folks that
they KNOW, like and trust

People KEEP GIVING to
folks that they KNOW,
like and trust



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It's been a fun-filled summer!

Because of your support of New Hope Ministries, kids are having fun in the sun, learning about science and nature, reading books, volunteering in our community, and enjoying nutritious and healthy food.

Next up: Back to school!

You make all this (and more!) possible.

Thanks, Chad!
😊 Joel

New HOPE 
Ministries

Sharing Christ's love by meeting human needs



projectsomos • Follow

Project Somos Children's Village



projectsomos Last week our monthly supporters had the opportunity to do a live video chat with six of our students! The Somos kids got to practice their English and the donors got to ask questions about their experience here. Thanks to all who participated! We look forward to our next "visit"! #projectsomos #childrensvillage #donors #donorexperience #learning #feedingchildren #educatingchildren #childrensvillage #finalife



41 likes

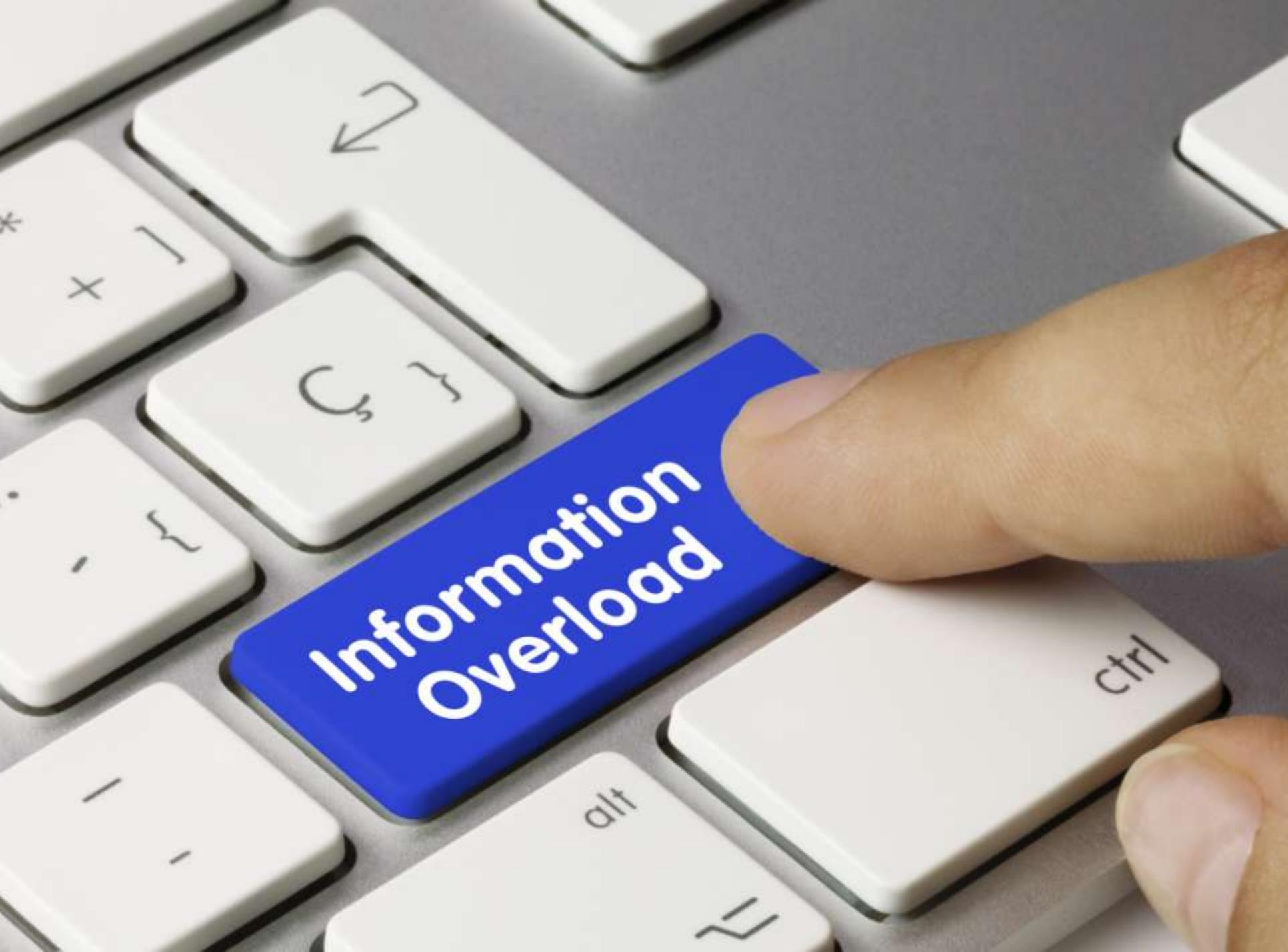
2 DAYS AGO

Add a comment...

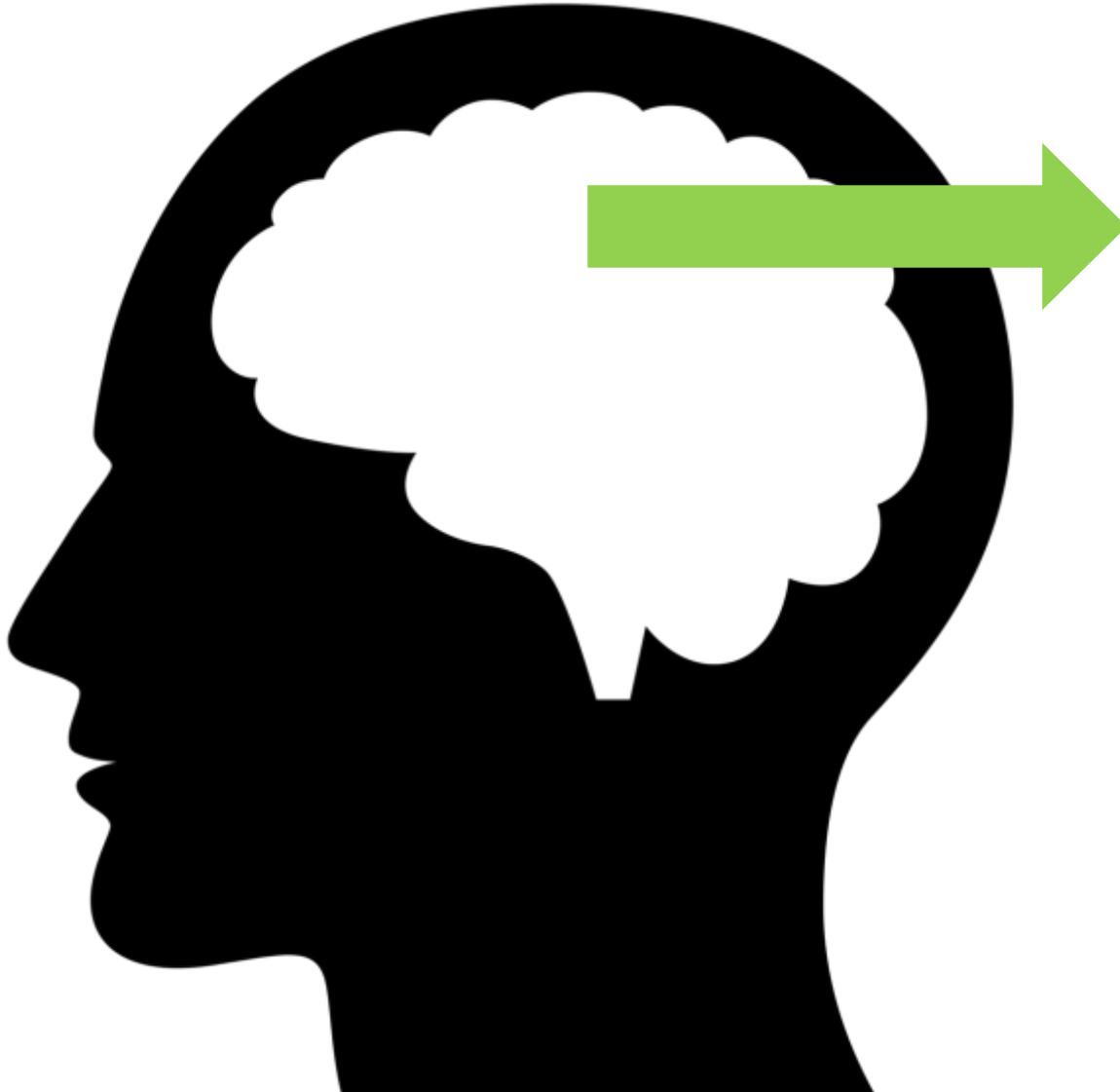
Post

#6 Develop a Personal Productivity System That You Can Trust





**Information
Overload**



TO DO LIST

“Your mind was
meant to be a
factory, not a
warehouse.”

- Mike Vardy

PERSONAL

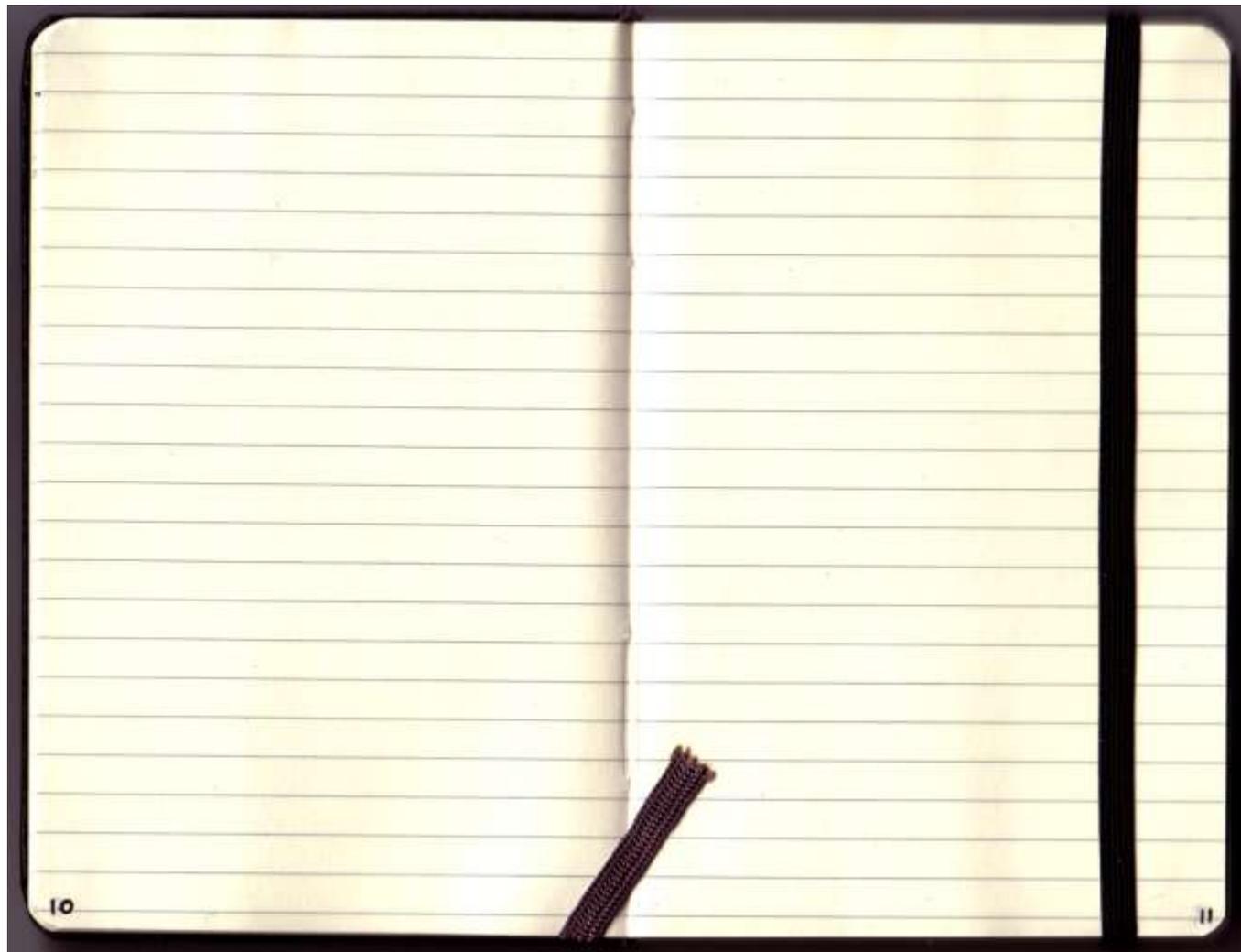
PRODUCTIVITY

CARSON TATE

work
simply

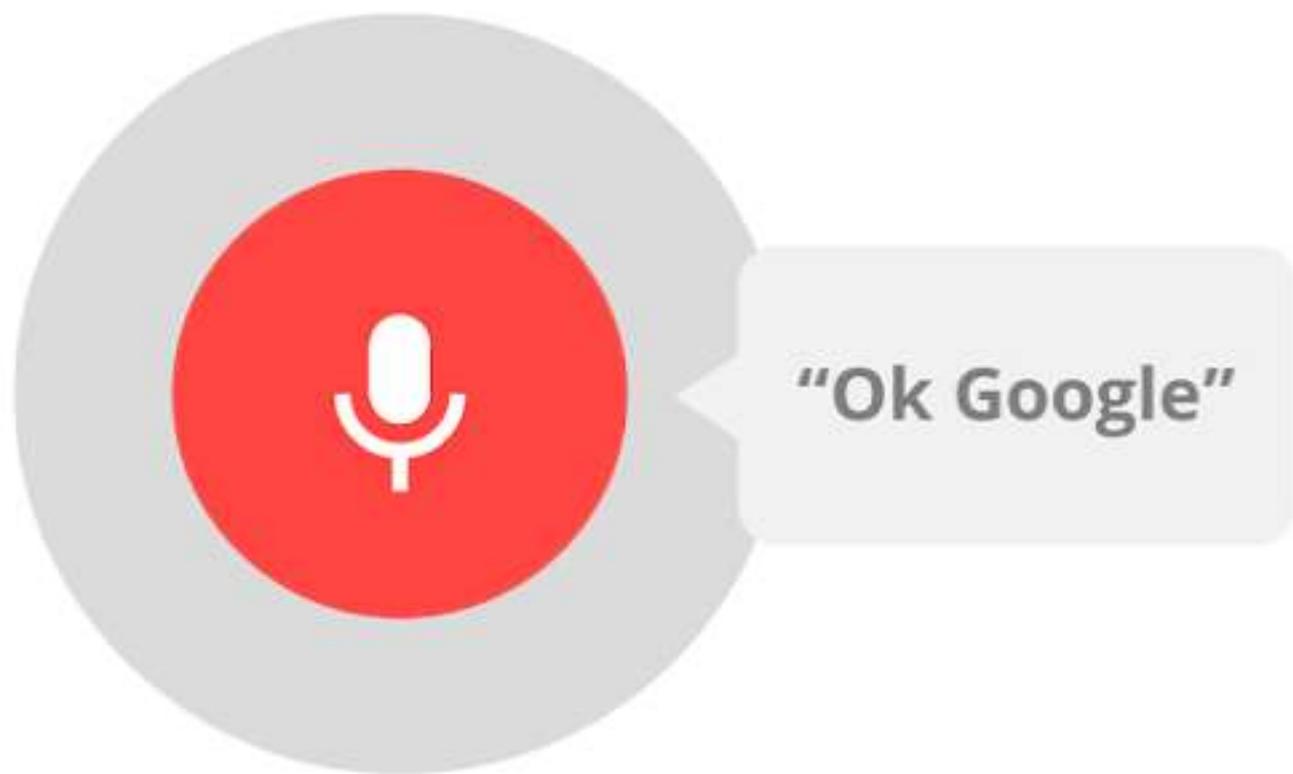
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EMBRACING THE POWER OF YOUR
PERSONAL PRODUCTIVITY STYLE



10

11



"Ok Google"

ADD
NOTE TO
PRESENTATION



#7 Regularly Meet with Supporters & Let Them Do The Talking



My Thesis is
Story (v)...



*Ask
open-ended
questions*



Chad's Favorite Donor Visit Questions

So, as you know I wanted to speak about ABC Charity today ...

- What do you know about us?
- What first led you to become involved with our organization?
- What excites you about our current programming?
- What could we be doing better?

#8 Travel Smart









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#9 Hold Focused Special Events for the Right Reason



walk/run

golf tournament

talent show

What's the first

casino night

auction thing people gala

suggest as a way to

yard sale

bingo

raise money for a

raffle

charity?

bake sale

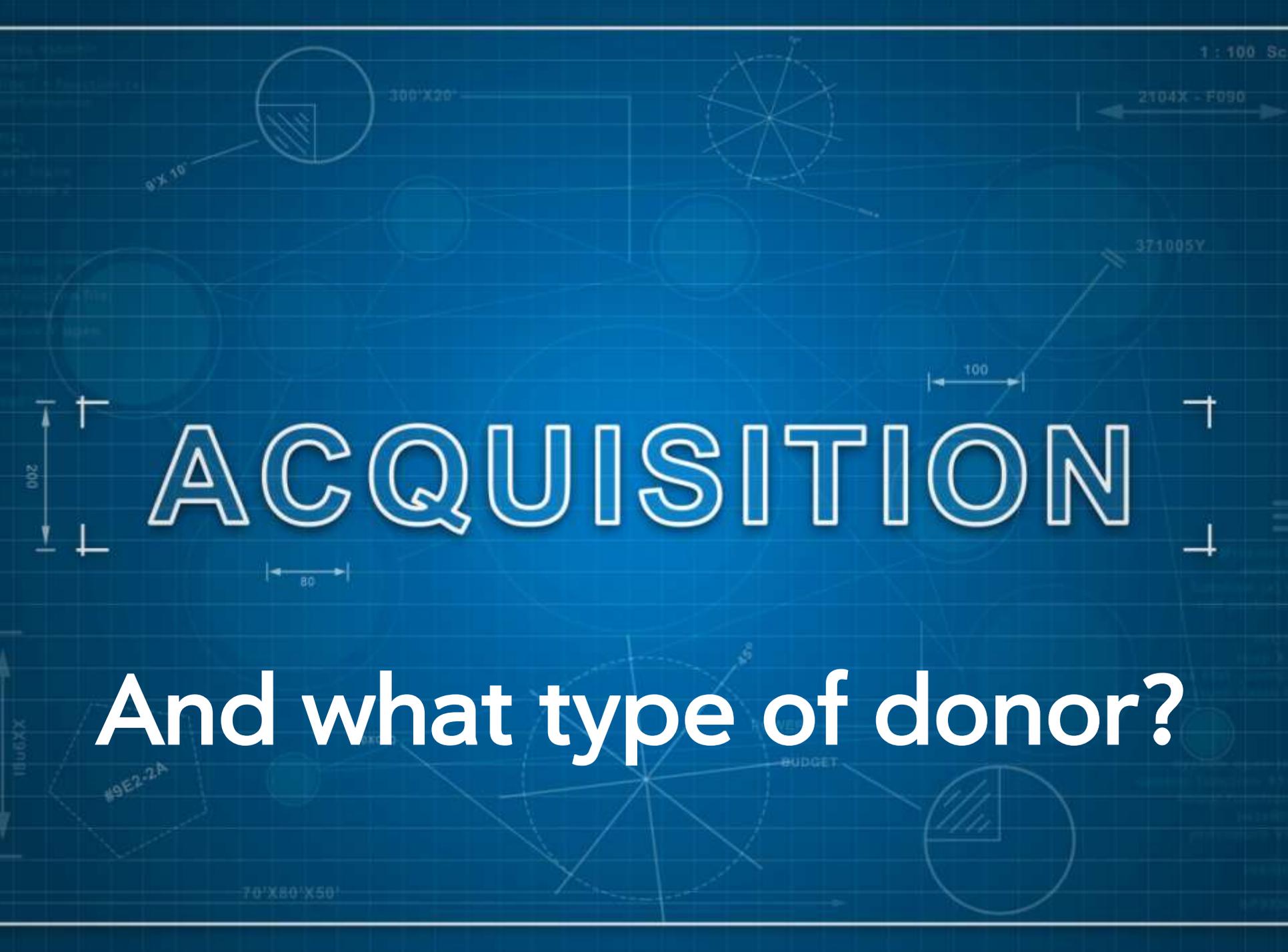
bake sale

awards banquet



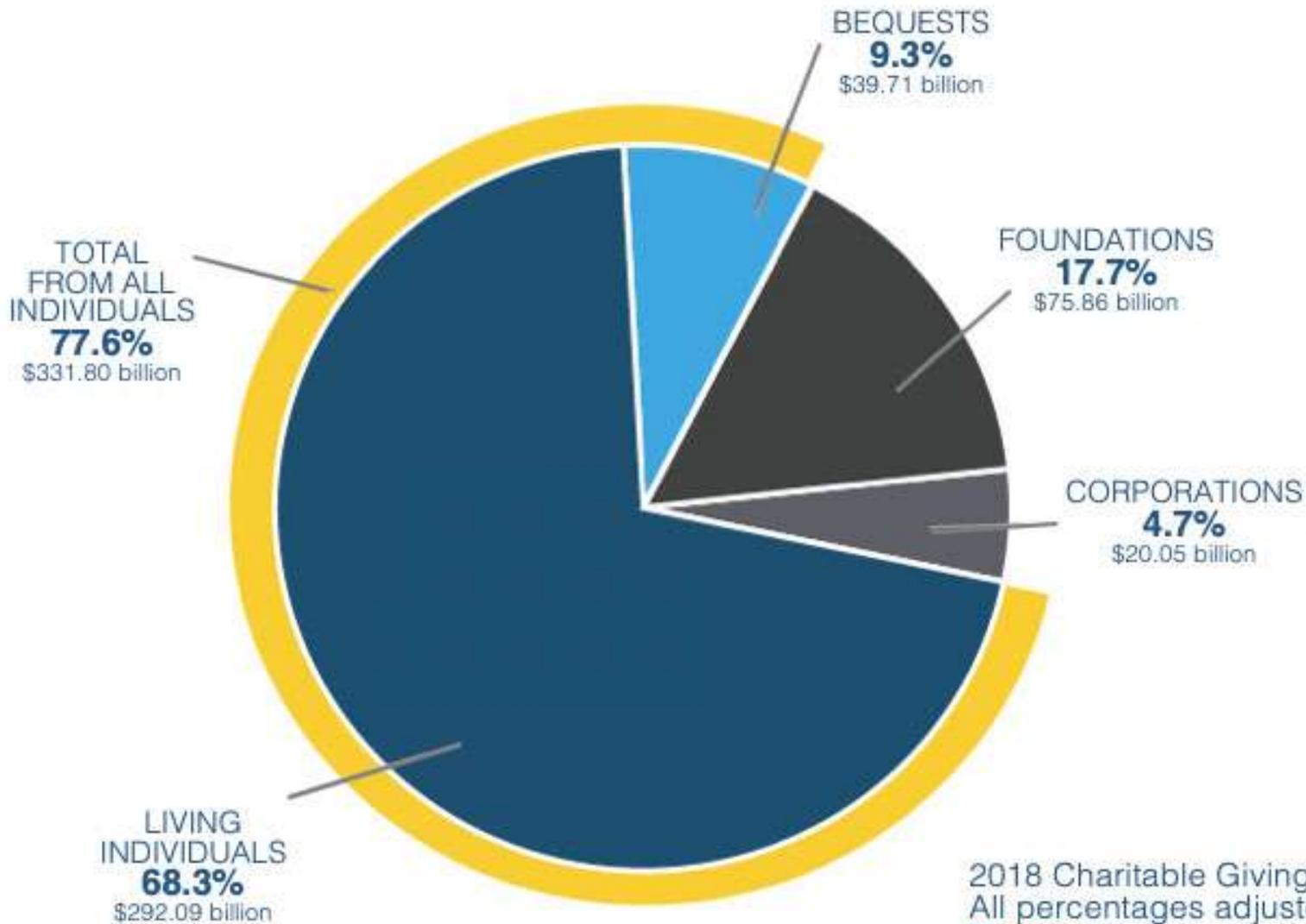


What should be the
primary purpose of
a fundraising
event?

The background is a dark blue technical drawing or blueprint. It features various geometric shapes such as circles, arcs, and lines, along with dimension lines and numerical values. Some visible text includes '1: 100 Sc', '2104X - F090', '371005Y', '100', '80', '300'X20'', '8'X 10'', '1000'X', '#9E2-2A', '70'X80'X50'', and 'BUDGET'.

ACQUISITION

And what type of donor?



2018 Charitable Giving total: \$427.71 billion
All percentages adjusted for inflation
Source: Giving USA

The primary purpose of fundraising events should be to find new individual donors.

#10 Write Donor Centric Communications & Avoid Business Speak



Blah blah blah since
1958 blah blah blah our
founder's vision blah
blah cutting-edge blah
blah sustainable blah
blah we are so dang
awesome!

We raised
We accomplished
We met our goal

You made a difference
With your help, ...
With the support of our donors,



#11 Proactively Manage Your Email



Compose

Inbox (179)

Drafts

Sent

Spam (85)

Trash

179 unread emails



schedule & triage



SaneBox

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#12 View Grant Opportunities with a Critical Eye



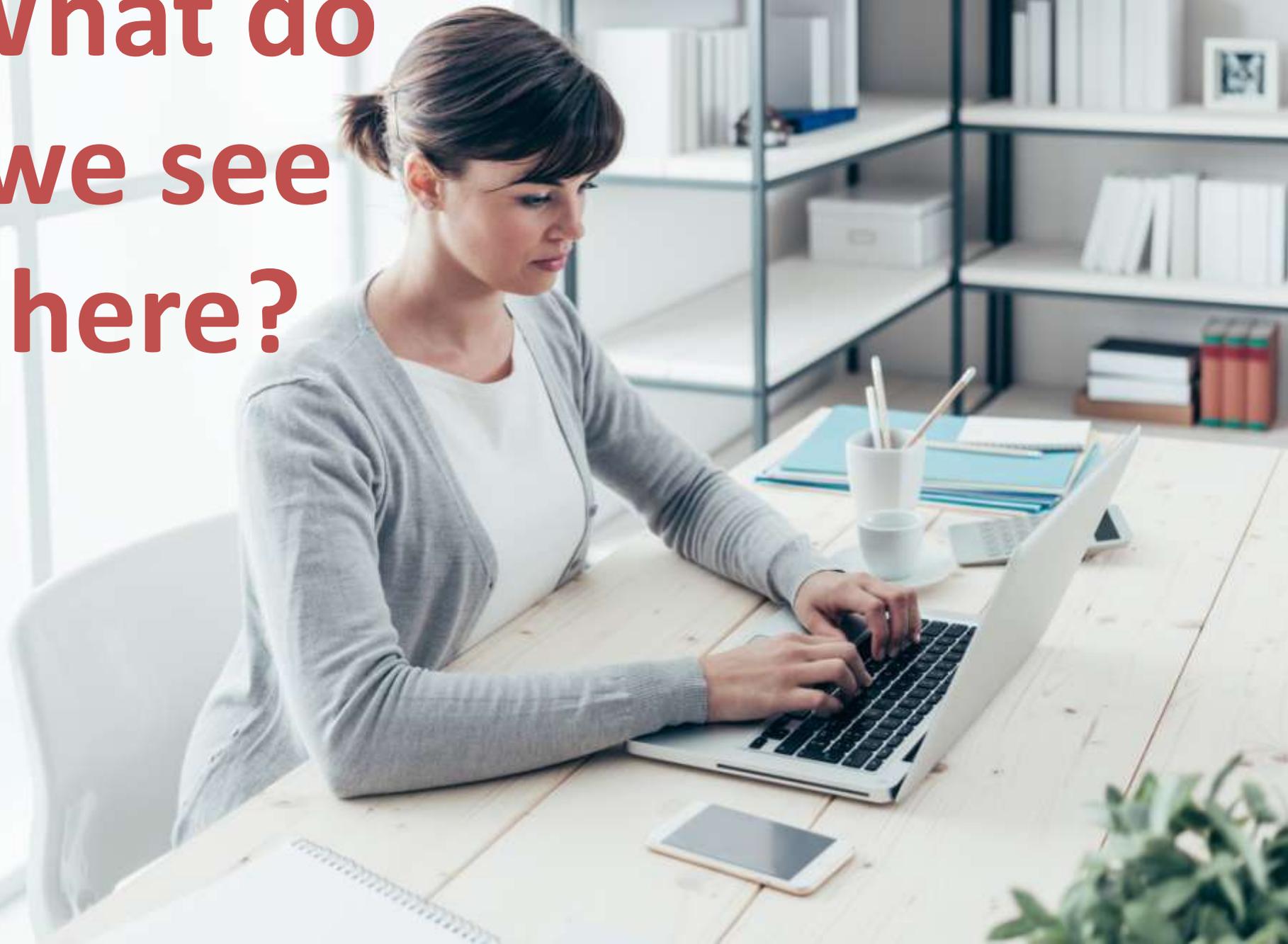
BEWARE:

mission creep



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**What do
we see
here?**





**OUTSOURCE
IT!**

#13 Evaluate, But Don't Over Analyze, Results



569	94 330	81 042	59 8
6 203	7 142	30 724	96
17 240	65 940	41 066	39
41 646	83 065	37 386	39
46 422	41 600	20 220	
35 047	91 901	1 342	
69 163	8 870	44 872	
53 213	87 626	51 720	
15 193	10 939	19 544	
98 933	48 940	63 118	
95 403	37 995	70 93	
49 112	42 783	54 1	
76 731	7 210	80 F	
58 021	33 866	25	
83 612	53 014		
57 226	23 076		
39 344	63 593		
47 642	42 234		
44 279	90 208		
28 452	85 507		
43 797	18 403		
89 567	6 480		
34 828	20 88		
1 124	84 8		
93 124	81		
19 027	35		
62 934	3		
18 884			
47 368			
58 966	58 330		
20 609			

Revenue		Current Month		Year to Date	
	Amount	% of Sales	Amount	% of Sales	
Gross sales	1,250,000	45	2,720,000	34	
Less sales returns and allowances	180,000	60	800,000	48	
Net sales	1,070,000	1	1,920,000	1	

Cost of Sales		Current Month		Year to Date	
	Amount	% of Sales	Amount	% of Sales	
Beginning inventory	540,000		45,000	0	
Plus goods purchased/manufactured	200,000	1	250,000	0	
Total goods available	740,000	0	295,000	0	
Less ending inventory	38,000	0	200,000	0	
Total cost of goods sold	702,000	0	95,000	0	
Gross profit (loss)	368,000	1	1,825,000	1	

Operating Expenses		Current Month		Year to Date	
	Amount	% of Sales	Amount	% of Sales	
Selling					
Salaries and wages	122,000	0	65,000	0	
Commissions	112,000	0	32,000	0	
Advertising	335,000	0	22,000	0	
Depreciation	10,000	0	37,000	0	
Total selling expenses	579,000	1	136,000	0	
General/Administrative					
Salaries and wages	20,000				
Employee benefits	33,000				
Payroll taxes	70,000				
Insurance					
Rent					
Utilities					
Depreciation					



Category	Actual	Budget	Variance												
PROFIT AND LOSS															
Revenue	85,000	75,000	10,000	80,000	70,000	10,000	80,000	70,000	10,000	80,000	70,000	10,000	80,000	70,000	10,000
Cost of Sales	50,000	45,000	5,000	48,000	43,000	5,000	48,000	43,000	5,000	48,000	43,000	5,000	48,000	43,000	5,000
Gross Profit	35,000	30,000	5,000	32,000	27,000	5,000	32,000	27,000	5,000	32,000	27,000	5,000	32,000	27,000	5,000
Operating Expenses	20,000	18,000	2,000	19,000	17,000	2,000	19,000	17,000	2,000	19,000	17,000	2,000	19,000	17,000	2,000
Net Profit	15,000	12,000	3,000	13,000	10,000	3,000	13,000	10,000	3,000	13,000	10,000	3,000	13,000	10,000	3,000



9 point performance index

1. Participants + Non-Responders

2. Income

3. Expense

4. Percent Participation

5. Average Gift

6. Net Income

7. Average Cost Per Gift

8. Cost of Fund Raising

9. Return



Solicitation Performance Index

based on James M. Greenfield's Nine-Point Performance Index

PERFORMANCE INDICATOR	SOLICITATION 1	SOLICITATION 2	SOLICITATION 3	SOLICITATION 4	SOLICITATION 5	SOLICITATION 6	SOLICITATION 7	SOLICITATION 8	SOLICITATION 9	TOTALS
Solicitations Made/Sent										-
1. Participants										-
2. Income										\$ -
3. Expense										\$ -
4. Percent Participation										#DIV/0!
5. Average Gift										#DIV/0!
6. Net Income										\$ -
7. Average Cost Per Gift										#DIV/0!
8. Cost of Fund Raising										#DIV/0!
9. Return	#DIV/0!	#DIV/0!								

DATA YOU ENTER

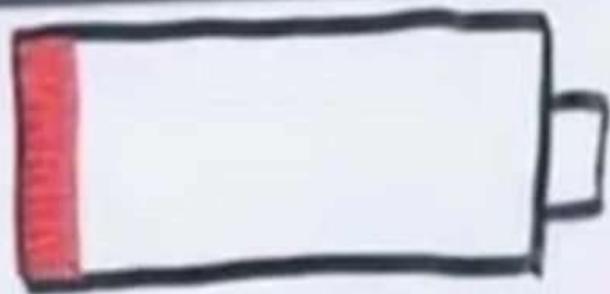
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#14 Seek Work Life Harmony, Not Balance









You wouldn't let this happen to
your phone.

Don't let it happen to you either.

Self care is a priority.
Not a luxury.

ZOMBIE APOCALYPSE

WHAT WE THINK IT LOOKS LIKE:



WHAT IT REALLY LOOKS LIKE:



An elderly couple is seated at a table in a restaurant. The woman, on the left, has short, wavy grey hair and is wearing a dark, patterned jacket. The man, on the right, has short grey hair, wears glasses, a dark suit jacket, a white shirt, and a dark tie. They are both looking down at their plates of food. The table is covered with a white tablecloth and is set with two glasses of water, a teapot, a sugar bowl, and various plates of food. The background features large windows with white frames, through which other diners and the interior of the restaurant are visible. The walls are made of brick. The overall atmosphere is warm and intimate.

2-2-2

#15 Work to Build a Fundraising Board



What's the most frequent complaint voiced by nonprofit exec. directors?



JOB DESCRIPTIONS

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recent organizational accomplishments

--	--	--

current staff priorities

--	--	--

current staff needs / areas for board assistance

--	--	--

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#16 Love Your Donors & Steward Them Appropriately







THASKING



Thank you ...

The 3 Minute / 3 Sentence Thank You Note Formula

sentence 1 = what you saw / what happened

sentence 2 = the impact of what you saw on
you or your organization

sent productivfundraising.com/resources the

VANCE -

THANKS AGAIN FOR TALKING
THIS TIME TO MEET WITH
ME THIS WEEK. I'M CONFIDENT
THAT BY WORKING TOGETHER WE
CAN BOTH INCREASE OUR IMPACT
ON THE LOCAL ARTS SCENE. I
GREATLY APPRECIATE YOUR
DEDICATION TO
THE CAUSE! ♡

THANKS AGAIN,
CHAD

 **CULTURAL ENRICHMENT FUND**
PO Box 1204 - Huntington, VA 22404



Joe D...
105 Main St
Annapolis, VA 20705



Dear _____



30

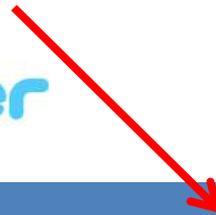
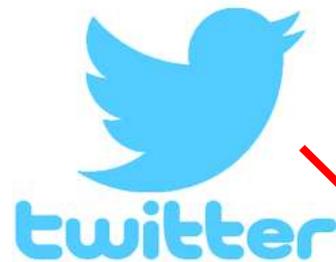


The End!



1985

What was your A-HA moment?



@fundraiserchad



further learning

@fundraiserchad





2/27 @ 2pm (eastern)

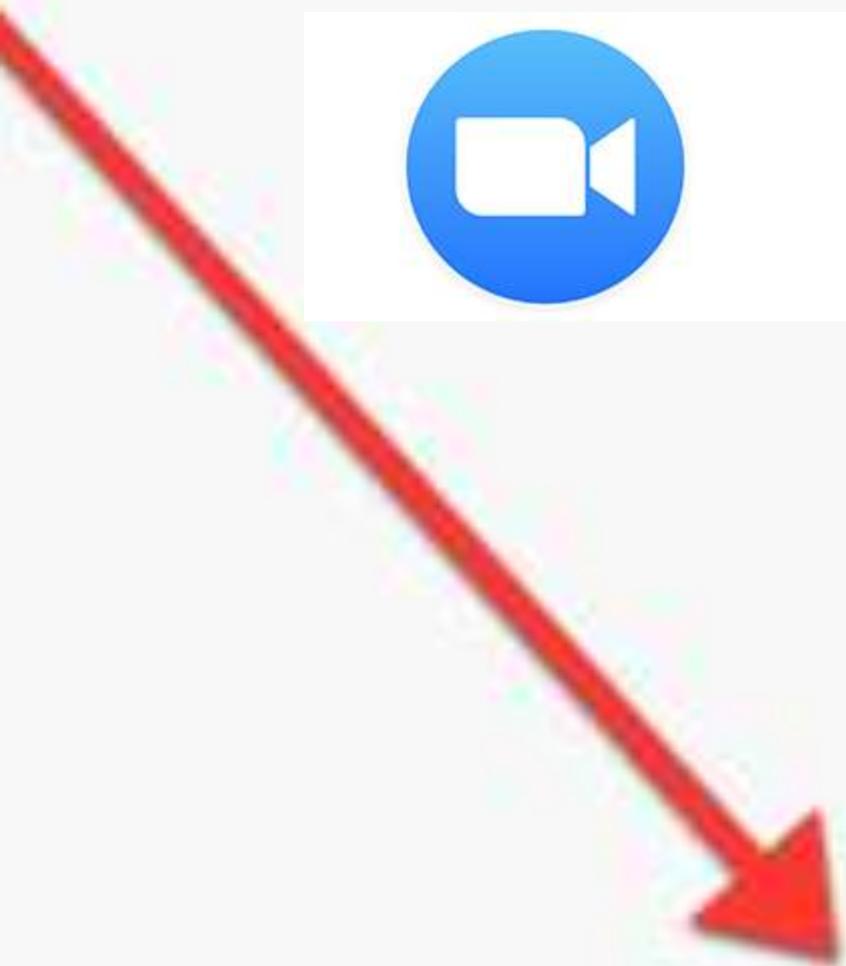
questions





zoom

Video Conferencing



Participants



Q&A



Polling

Sh

questions

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