

Beyond the Propensity to Give



CANADA CONFERENCE
OCTOBER 17-19, 2018

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Foundation

SESSION DATE: October 17, 2018

SESSION TIME: 3:00pm

Hello!

af·fin·i·ty

/ə'finədē/ 

noun


a spontaneous or natural liking or sympathy for someone or something.

Source: Google Dictionary (accessed September 2018)



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pro·pen·si·ty

/prəˈpensədē/ 

noun

an inclination or natural tendency to behave in a particular way.

Source: Google Dictionary (accessed September 2018)



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Amount - Organization - Year

- Type (annual, campaign)
- Recognition
- Notes from press release

Connection?

Motivation?

Motivation (at the time of the gift)

- Current board director
- Joined board post-gift
- Recently stepped down from board of directors
- Past board director
- Family legacy
- Personal experience
- Peer connection
- Transition to major gifts (annual)
- Transition to major gifts (events)
- Honour/tribute
- Joint gift

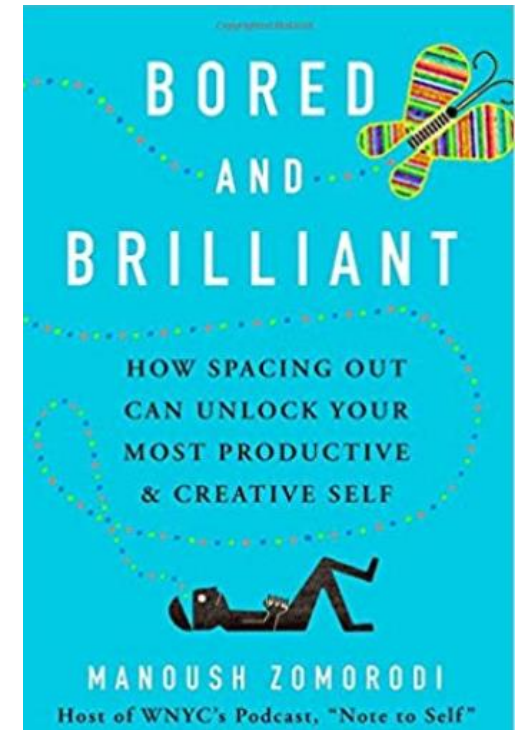
- Lorem ipsum dolor sit amet, consectetur adipiscing elit. Morbi interdum, massa ac vulputate laoreet, odio dui ullamcorper quam, non pharetra ligula nibh a arcu. Nulla a augue ornare, consequat arcu eu, luctus magna. Sed vel blandit sem. Etiam eget euismod mauris. Quisque non tortor accumsan, posuere quam at, tincidunt nisi. Vivamus interdum leo eu massa congue lobortis. Aenean tempus auctor laoreet. Orci varius natoque penatibus et magnis dis parturient montes, nascetur ridiculus mus. Nullam sagittis sodales fermentum. Nunc id faucibus quam, eu laoreet elit. Curabitur sagittis ipsum quis velit gravida dignissim. Phasellus elit mi, consectetur et egestas ac, facilisis eget sem. Maecenas accumsan lobortis risus, in ullamcorper est tincidunt id. Donec malesuada nisi turpis, non semper diam faucibus id. Curabitur pretium, mauris tincidunt commodo egestas, nisl lacus fringilla sem, ac elementum turpis nibh ac neque. Quisque
- Nunc condimentum tellus nibh, nec gravida ligula lacinia in. Quisque quam ipsum, finibus at nisl quis, fringilla tempor enim. Proin ac rhoncus tellus. Maecenas interdum rhoncus blandit. Quisque id lacus quis lorem lacinia feugiat. Curabitur tincidunt mauris a felis bibendum fermentum ac quis nisl. Donec efficitur erat vulputate, euismod augue non, cursus arcu. Integer sit amet lobortis nunc, a sollicitudin metus. Pellentesque viverra pharetra varius. Vestibulum pretium, sem at commodo imperdiet, justo diam tincidunt lorem, ut sodales augue lectus non ipsum. Ut pellentesque est lobortis, vehicula magna sit amet, bibendum ex. In congue tristique fringilla. Donec imperdiet nibh eu tortor ultricies tincidunt sagittis quis libero. Mauris ipsum magna, dignissim iaculis



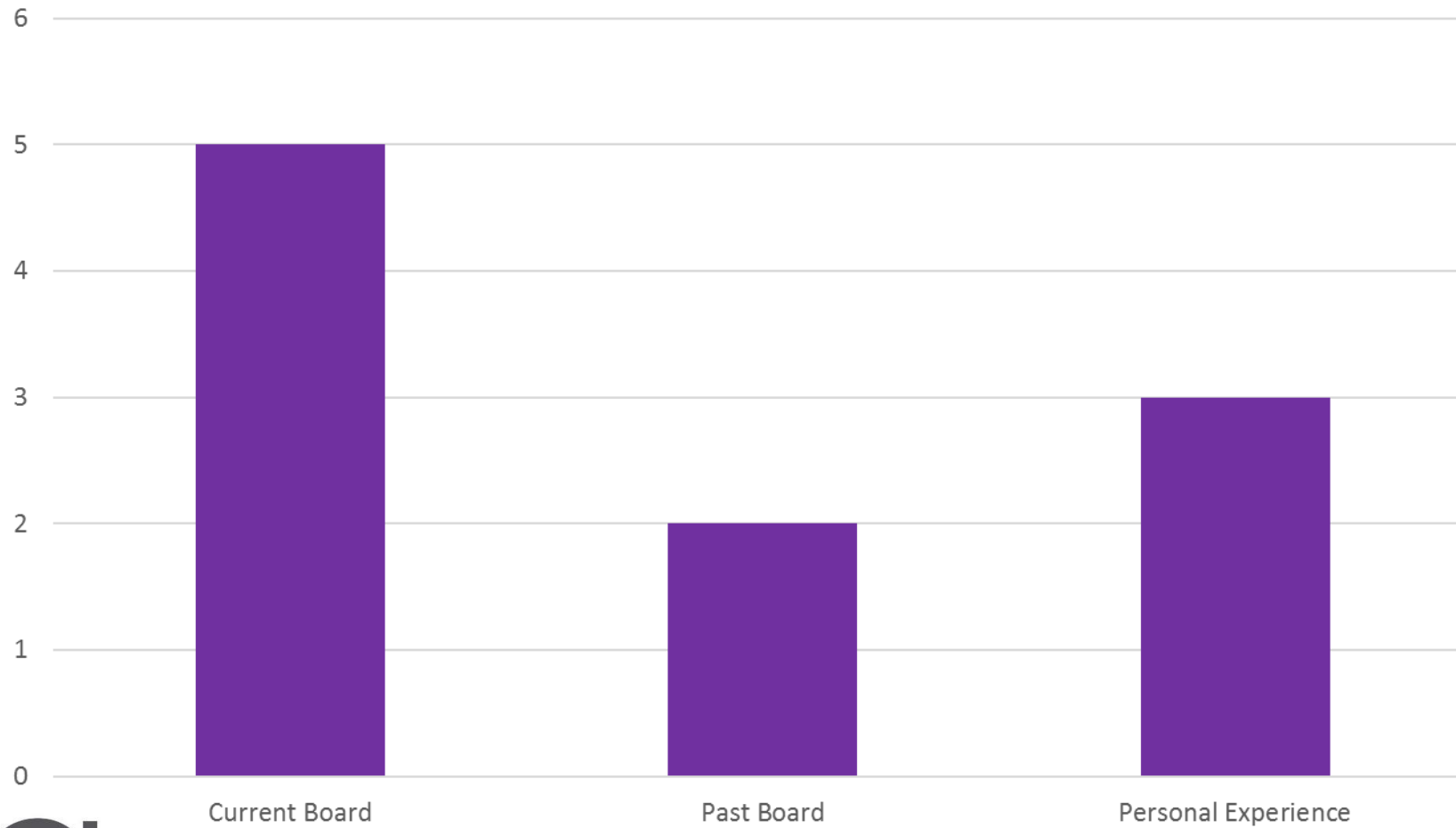
Why visualize?

“Deep reading is a skill and a muscle that must continuously be exercised.”

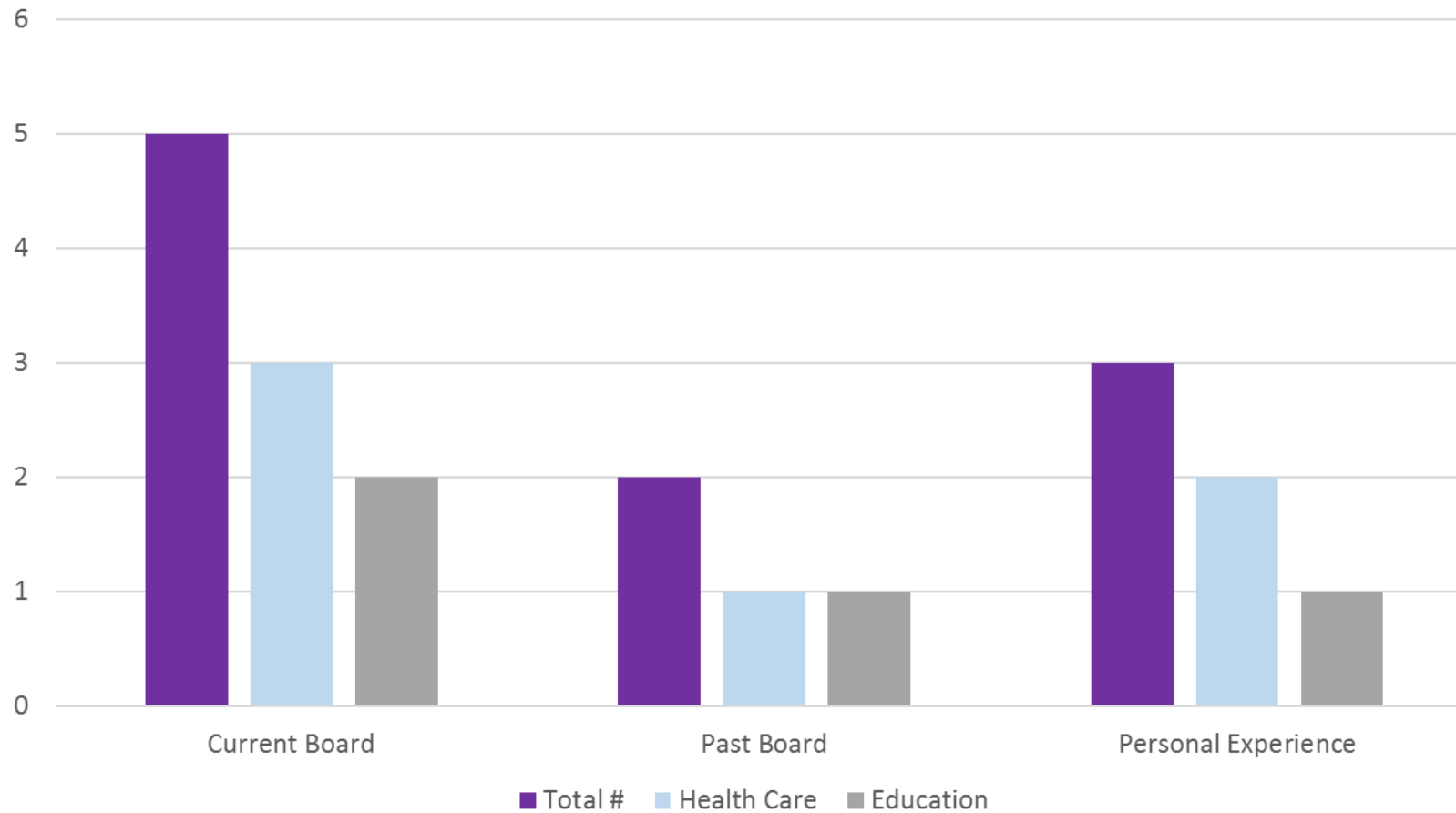
Source: Bored and Brilliant by Manoush Zomorodi



Motivation

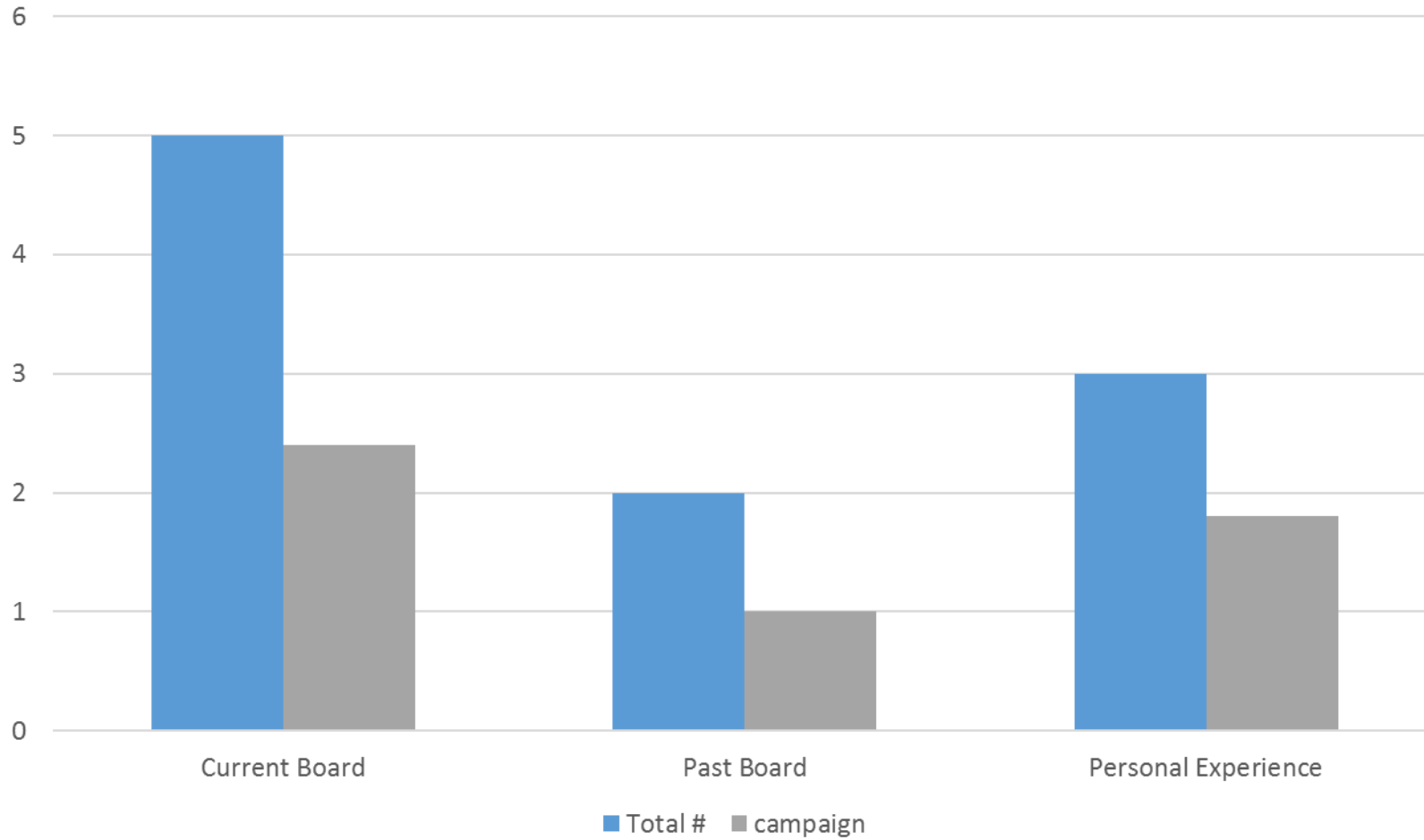


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OCTOBER 17-19, 2018

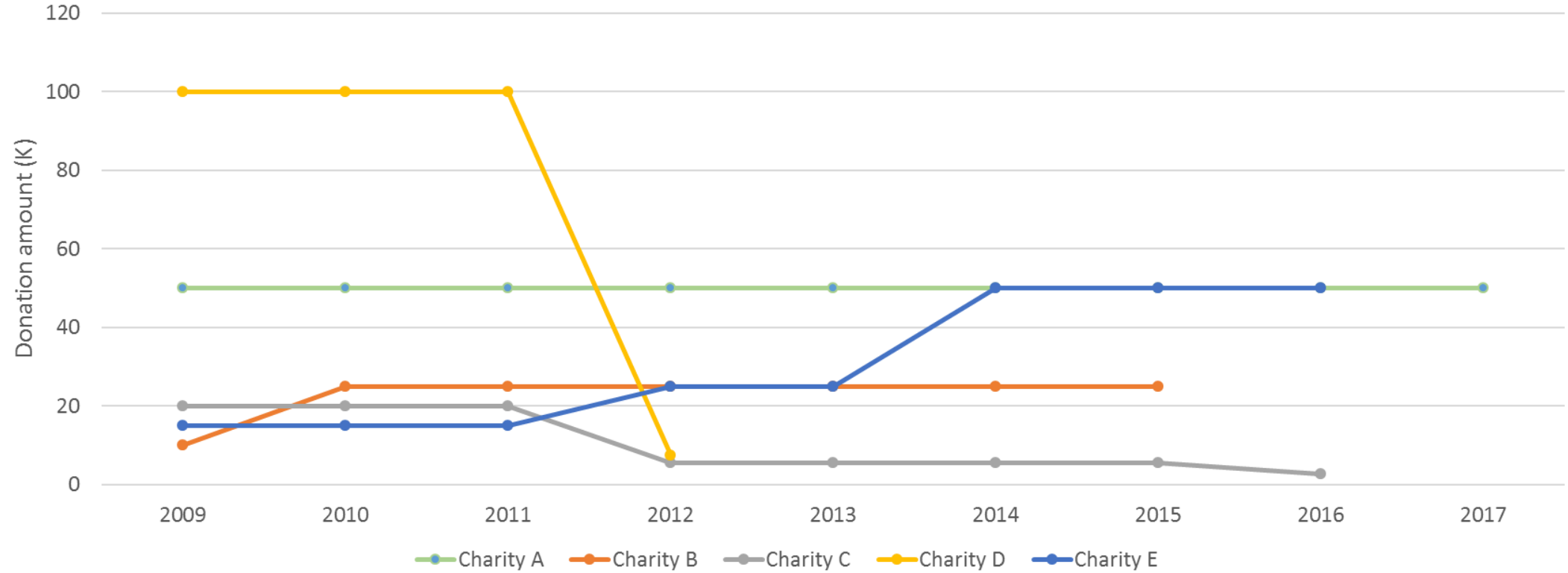


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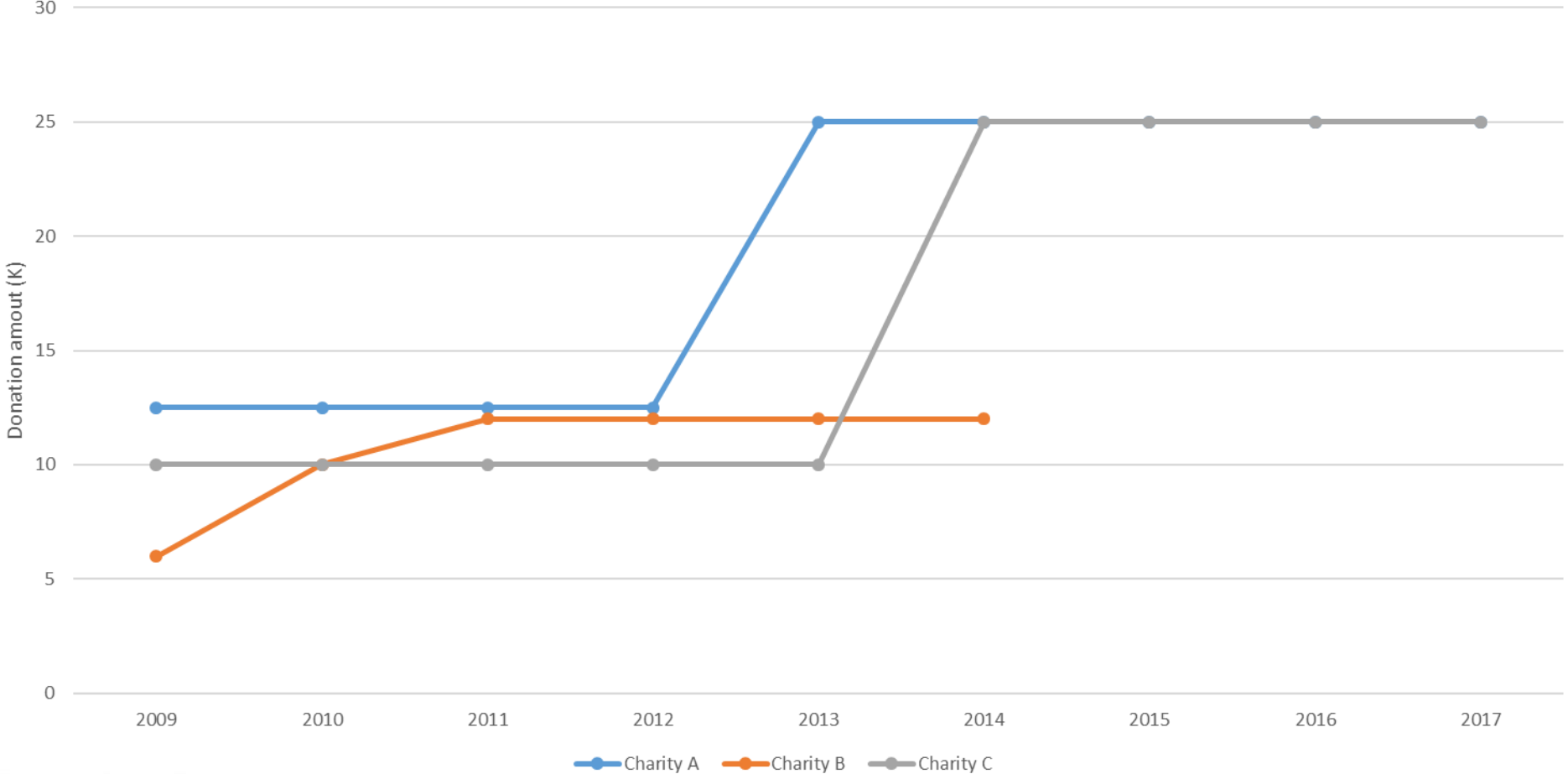
Meghana Jakate APRA 2018



Donor 1

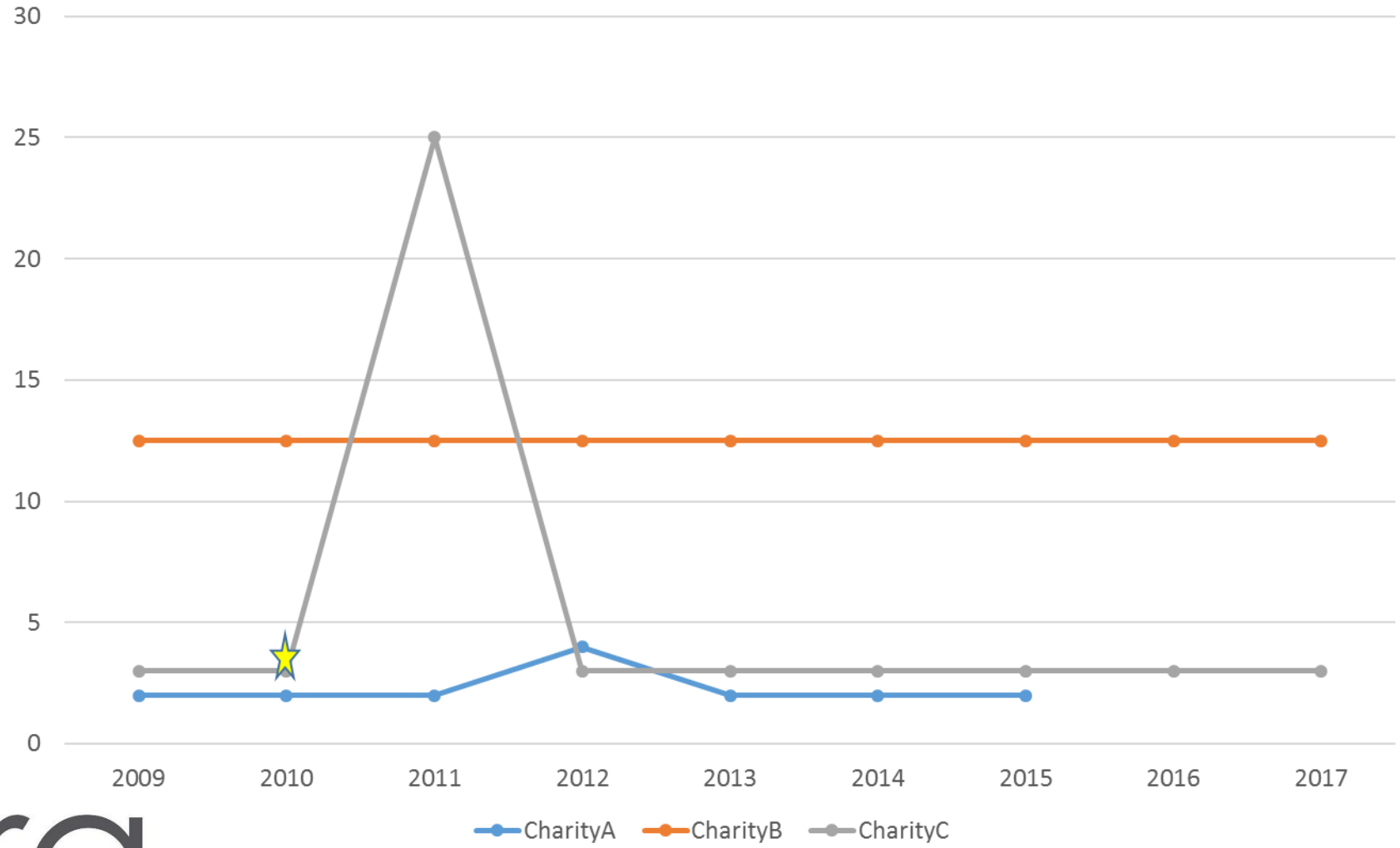


Donor 2

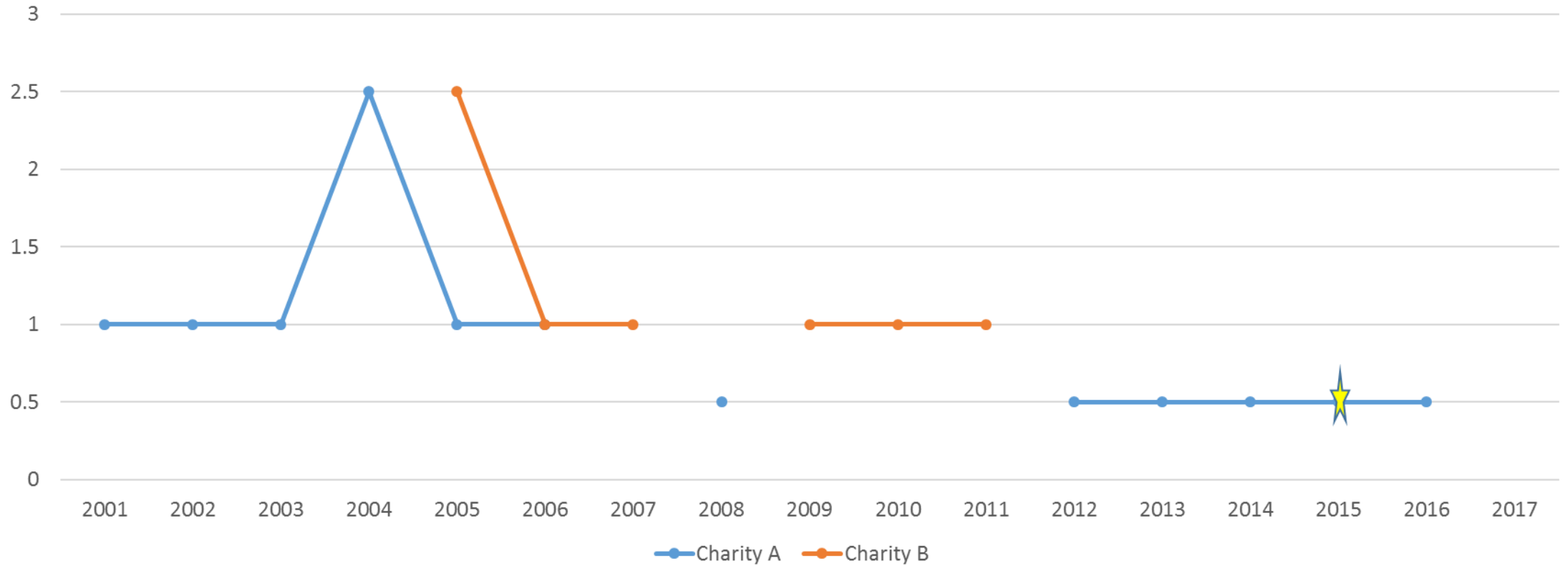


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Donor 3



Donor 4



Thank You!