

Module 9 Transcription

Module 9.1: Where do we grow from here

Welcome to Module 9

Congratulations! You've made it to the last module. So where do we go from here? More importantly, where do we grow from here?

Quick Recap: Fundraising in a Nutshell

If I could summarize fundraising in one sentence, it would be:

We need X amount of dollars by X date to do X.

In other words:

- Be specific. Clearly define how much you need.
- Set a timeline. Specify when you need it.
- Explain the purpose. Articulate what the funds will accomplish.

Consider Joining Group Coaching

If you're on our lowest tier, meaning you've only been watching these videos and are not yet part of our group or individual coaching plans, I highly recommend upgrading. You've learned the basics, which is important, but the real magic happens in group coaching.

Benefits of Group Coaching:

- Exclusive WhatsApp group with me and other expert coaches, providing real-time support in multiple time zones.

- Personalized advice on writing emails, following up with donors, and finding new funding opportunities.
- Different perspectives from multiple coaches to solve your unique challenges.

For even more tailored guidance, one-on-one coaching is available at higher tiers. Visit NonprofitNavigator.pro to take your nonprofit and fundraising skills to the next level.

Module Recap: What We've Covered

Orientation & Mindset

- Understanding your role as a fundraiser—you are one of the most important employees in your nonprofit.
- No money, no mission. And no mission, no money.
- If you haven't watched the TED Talk in orientation, go back and do it.

Knowing Your Nonprofit

- Whether you're a founder, fundraiser, or employee, you need a clear mission statement and a well-crafted elevator pitch to make effective asks.

Legal & Structural Setup

- Ensure your board is involved and understands their role.
- Stay organized with budgets, online presence, and your website.
- Double-check all website buttons—donation links must work.

Mapping Donors

- Understand why donors give: is it because of you, the cause, the benefits, or geography?
- Research your donors and determine how much to ask.
- Group coaching provides real-time feedback on finding and approaching donors.

Grants & AI

- Use AI tools like ChatGPT to streamline grant writing.
- Write one strong grant and adapt it efficiently for others.

Marketing & Partnerships

- Word of mouth is helpful, but interviews and strategic partnerships can take your nonprofit further.

Teamwork & Sustainability

- If you want to go fast, go alone. If you want to go far, go as a team.
- Avoid burnout. Being overworked and underpaid should not be the norm in the nonprofit world. If it is, your nonprofit and those who rely on it will suffer.

Next Up: Parlor Meetings

In the next module, we will discuss parlor meetings and how they can help build strong donor relationships. See you there.