



MAJOR GIFTS

Presented by:
Tammy Pallot

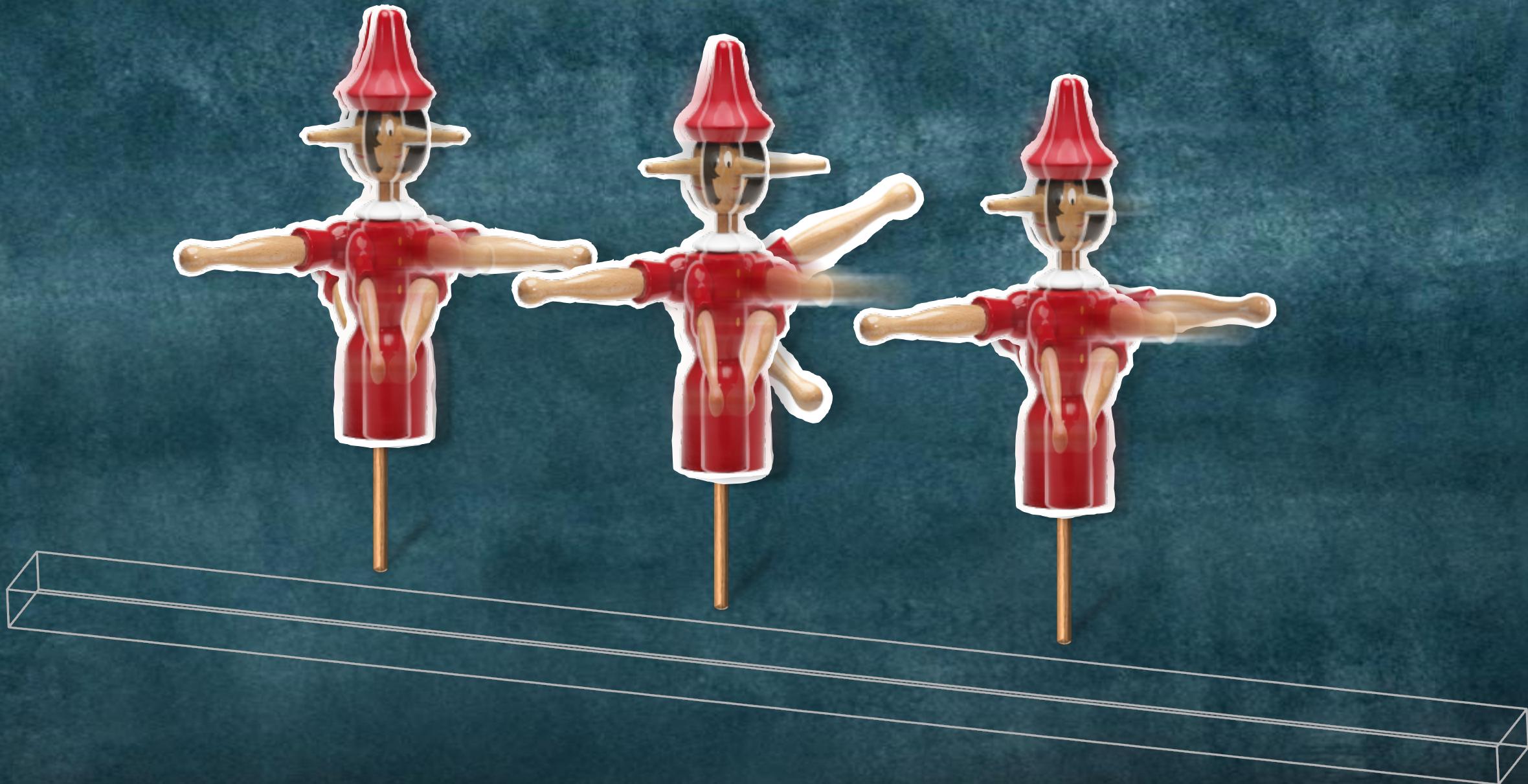


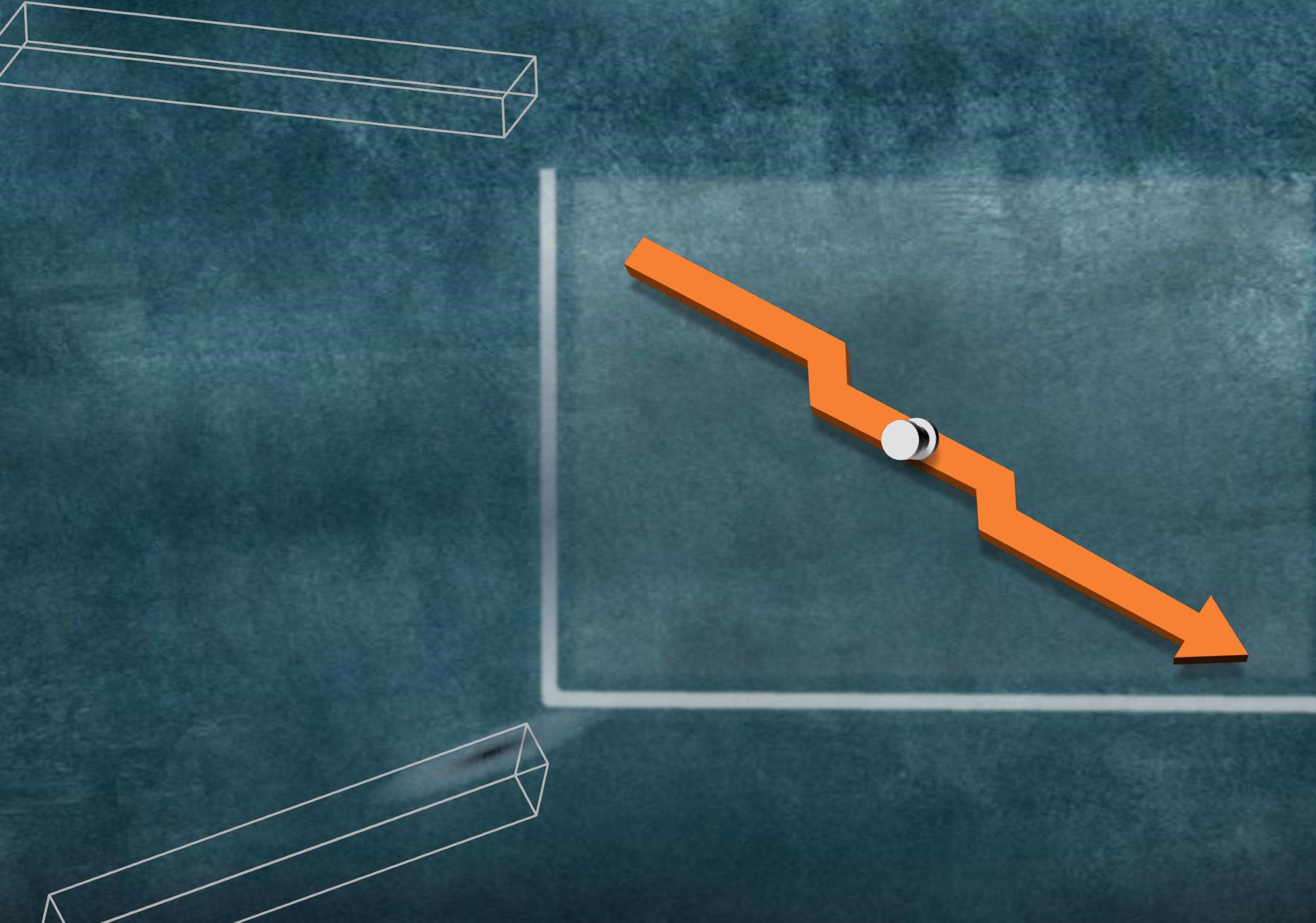
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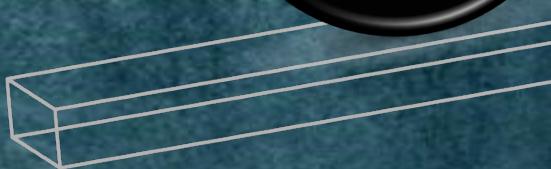








W







STEPS

8

8 STEPS

CULTIVATING
WORLDCHANGING
MAJOR GIFTS



IDENTIFY YOUR
PROSPECTS
NOT SUSPECTS

PROSPECTS

LINKAGE

Linked to the parish by real attendance and by personal involvement

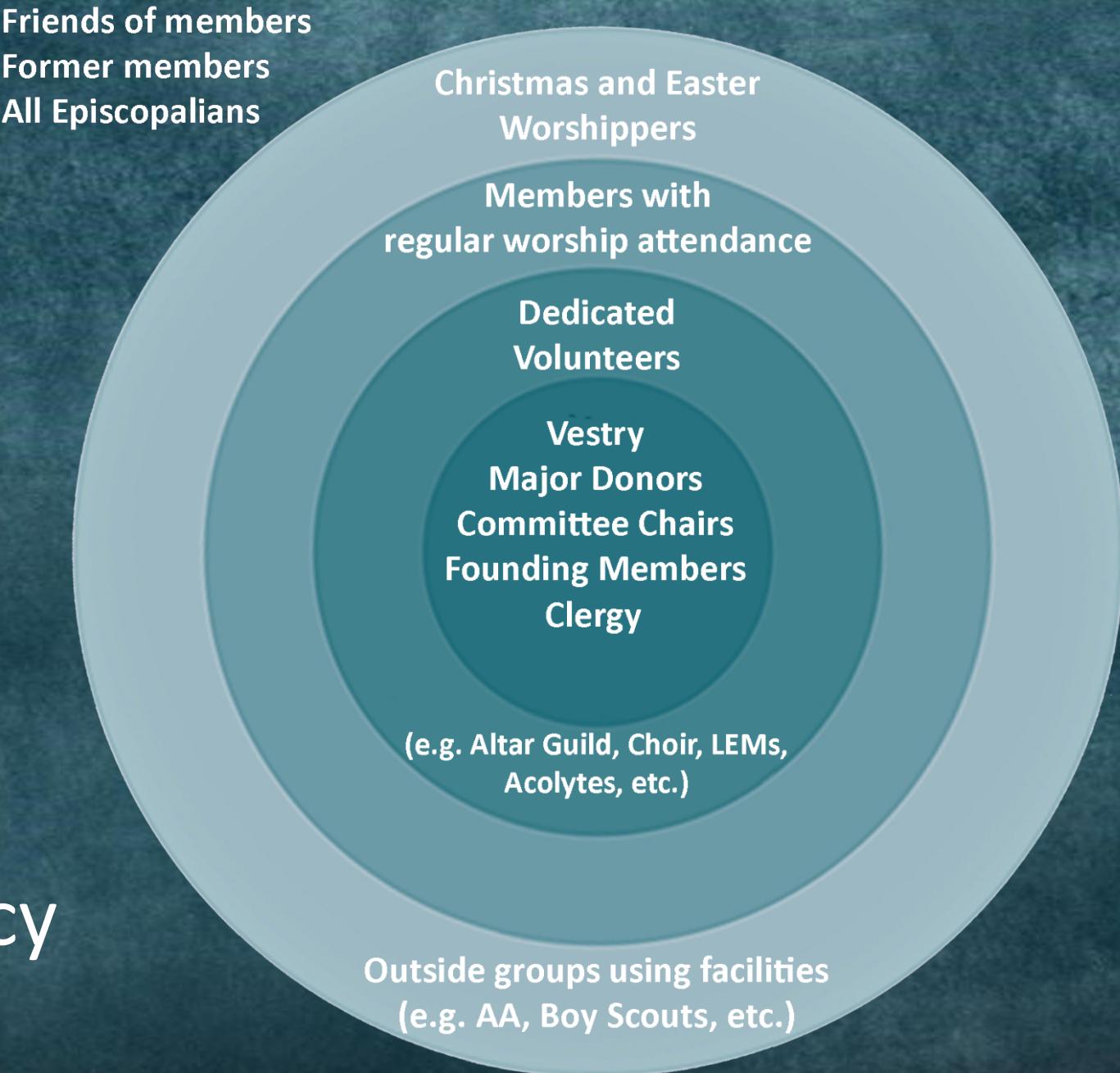
ABILITY

The person has the ability to make a large gift without in any way jeopardizing their immediate well-being

INTEREST

A person who has caught sight of a vision and is so inspired, personally involved, and invested in its success that they desire to make a major gift in order to make a vision into a reality

The Constituency Model



2



QUALIFY PROSPECT'S
CAPACITY
IN ADDITION TO THEIR
INTEREST



THE CHRONICLE OF
PHILANTHROPY
philanthropy.com





3

DEVELOP A **STRATEGY** AND **TIMETABLE**

BLAH

LAH

BLAH

BLAH

BLAH

blah

BLAH

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Blah

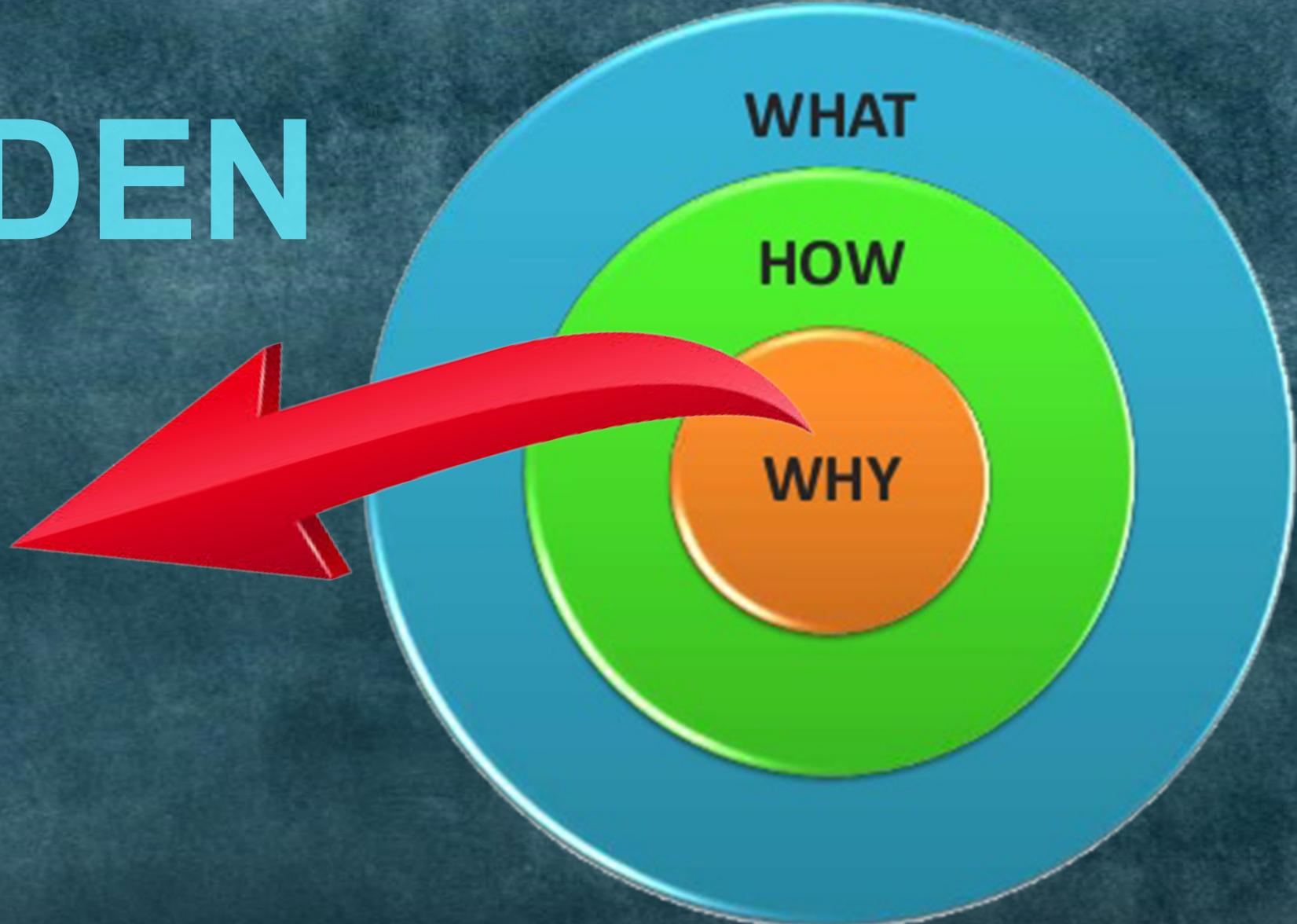
BLAH

BLA

BLAH

BLAH

THE GOLDEN CIRCLE



IF APPLE COMMUNICATED LIKE MOST COMPANIES:

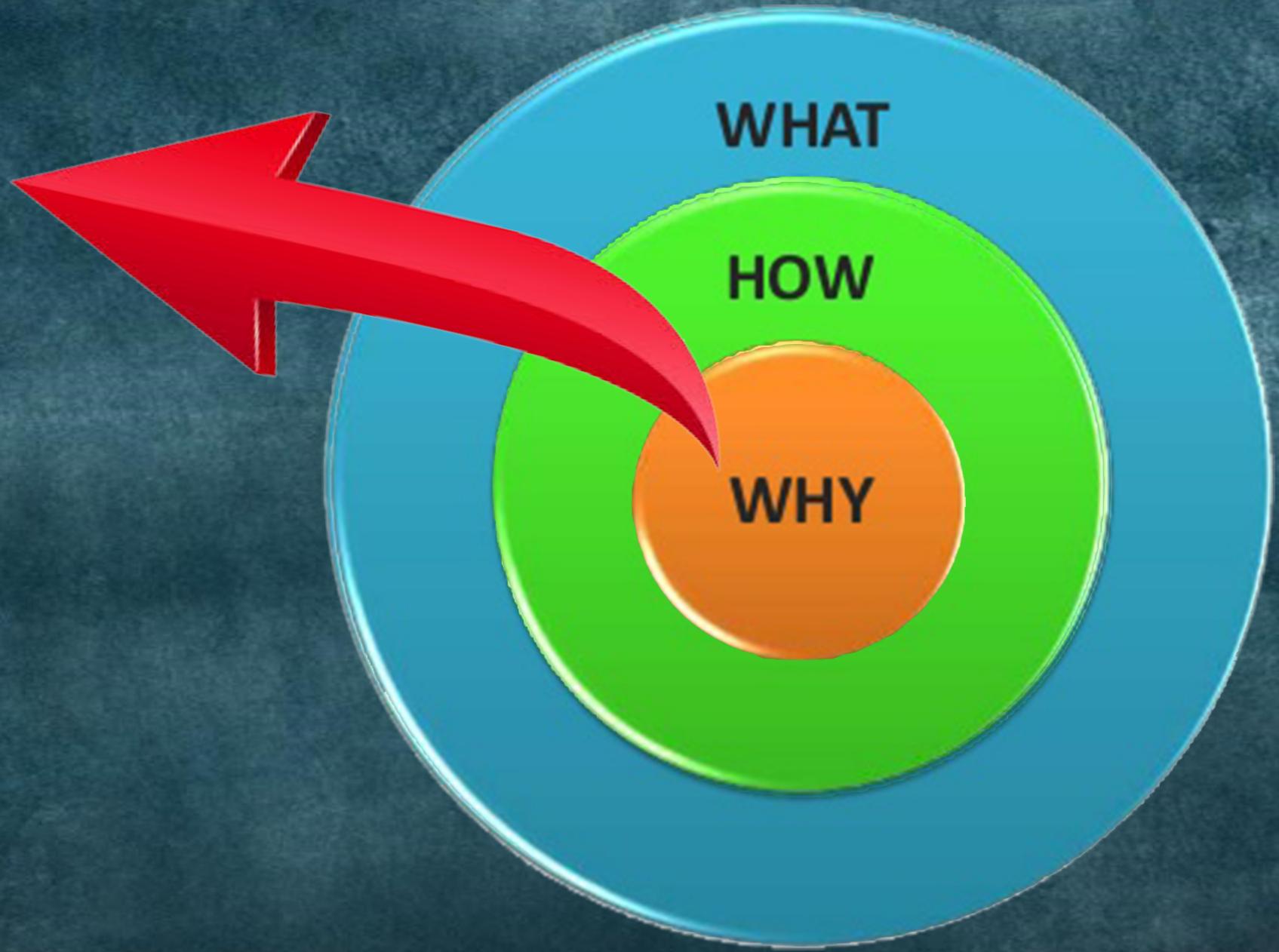
- ❖ We make great computers.
- ❖ They are beautifully designed, simple to use, & user-friendly.
- ❖ Want to buy one?



HOW APPLE ACTUALLY COMMUNICATES:

- ❖ In everything we do, we believe in challenging the status quo. We believe in thinking differently.
- ❖ The way we challenge the status quo is by making our products beautifully designed, simple to use, & user-friendly.
- ❖ And we happen to make great computers.
- ❖ Want to buy one?







CULTIVATE
HEALTHY
RELATIONSHIPS



REQUEST THE
GIFT



A graphic featuring a man in a dark suit, white shirt, and fedora hat shaking hands with a woman in a yellow blouse and black skirt. They are positioned on either side of a central yellow rectangular box containing text. The background of the slide is a sunset over water.

2 Minutes

THE ENDING CONVERSATION

Restate the case summary.

- b. Restate the “ask”.
- c. Restate the benefits of the gift.
- d. Establish the next step.

6

THE
**ACKNOWLEDGEMENT
AND
FOLLOW-UP**

7

STEWARDSHIP



BEGINNING AGAIN: **RENEWAL**



THE **RIGHT** PERSON
ASKING THE **RIGHT** PERSON
AT THE **RIGHT** TIME
FOR THE **RIGHT** AMOUNT
FOR THE **RIGHT** PROJECT

“Dr. George and Helen Pappas”

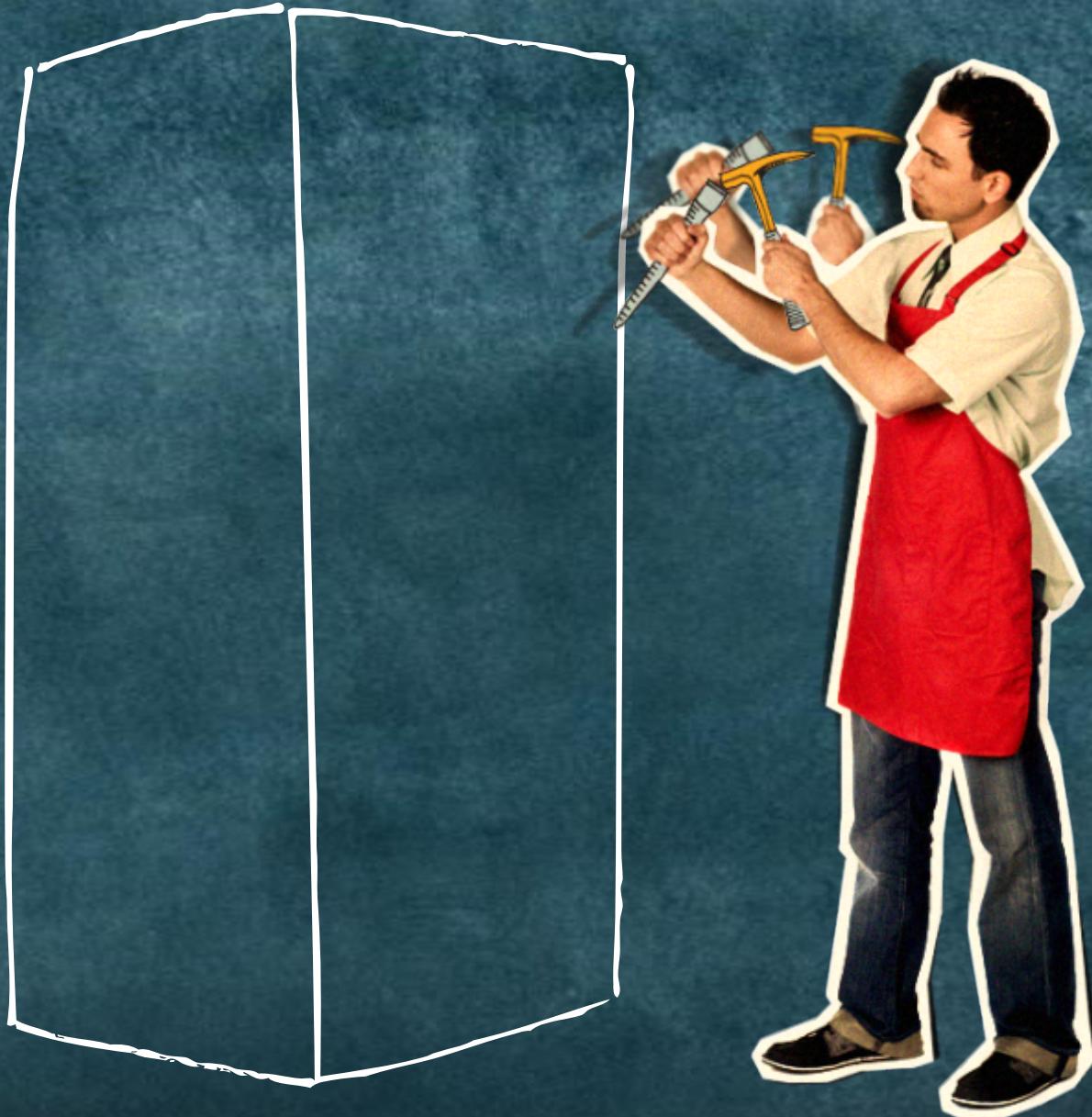
ACTIVITY INSTRUCTIONS

Divide into groups (4 people per group)

- **George Pappas**
- **Helen Pappas**
- **Solicitor**
- **Observer**

The Observer gets “The Hidden Agenda” envelope

ONLY George, Helen, and the Observer read “The Hidden Agenda” - THE SOLICITOR DOES NOT READ







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