

# How To Build Lasting Relationships That Elevate Your Fundraising

Lunch and Learn with Global PDX  
February 21, 2023





# WELCOME!

I am glad to have you join the discussion on the latest trends in global development funding and how to build stronger relationships among "doers" and donors.

This Lunch and Learn is intended to both validate and challenge your current approaches to fundraising and give you some new ways to look at your role as a Business Development Leader.

I look forward to guiding you through this process, and hope you find value in our time together.

Please reach out any time if I can be helpful after our time together today.

Warm regards,

*Joanne Sonenshine*

Founder + CEO Connective Impact

# AGENDA

Wednesday February 21, 2023

- Setting Priorities According to Recent Trends
- Clarifying Funding Gaps
- Identifying Funding Prospects and Partners
- Outreach
- Close

## I PLAN TO LEARN:

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# EXAMINE OVERLAP OF TRENDS AND PRIORITIES

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## TOP TRENDS THAT CORRESPOND TO OUR WORK

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## OVERLAP WITH OUR PRIORITIES

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# FUNDING GAPS

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## SHORT TERM FUNDING GAPS (UNDER 12 MONTHS)

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## MEDIUM TERM FUNDING GAPS (12-24 MONTHS)

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## LONG TERM FUNDING GAPS (3-5 YEARS)

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## PROSPECT FUNDERS

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# OUTREACH PLAN

Use this page to list the points you'll include in your outreach to prospect funders.

1

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2

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3

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4

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5

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6

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# IDEAL PROJECTS TO PITCH

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IDEA 1

IDEA 2

IDEA 3

# POTENTIAL PARTNERS

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PARTNER

COMPARATIVE ADVANTAGE

[Redacted]

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# CONNECTIVE IMPACT RESOURCES

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## PROPOSAL WRITING SIMPLIFIED

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## PROSPECT TRACKER TEMPLATE

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## FUNDING QUICK START ASSESSMENT

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## DONOR OUTREACH BLUEPRINT

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