



# D**ONOR** I**NITIATED** G**ATHERINGS**

**TIM BOYD**

# DONOR INITIATED GATHERINGS



# DONOR INITIATED GATHERINGS

Focused Presentation



# DONOR INITIATED GATHERINGS

Focused Presentation

Unearthng the People to Invite



# DONOR INITIATED GATHERINGS

Focused Presentation

Unearting the People to Invite

Navigating the Conversations



# **DONOR INITIATED GATHERINGS**

**Focused Presentation**

**Unearthng the People to Invite**

**Navigating the Conversations**

**Discovering More About Your Guests**



# DONOR INITIATED GATHERINGS

Focused Presentation



# DONOR INITIATED GATHERINGS

## Focused Presentation

Why are you gathering?





# **DONOR INITIATED GATHERINGS**

## **Focused Presentation**

**Why are you gathering?**

**What's the next step?**



# **DONOR INITIATED GATHERINGS**

## **Focused Presentation**

**Why are you gathering?**

**What's the next step?**

**Effectively communicate the need and why you are good at it!**



# **DONOR INITIATED GATHERINGS**

## **Focused Presentation**

**Why are you gathering?**

**What's the next step?**

**Effectively communicate the need and why you are good at it!**

**Who should speak & how long?**



# **DONOR INITIATED GATHERINGS**

## **Focused Presentation**

**Why are you gathering?**

**What's the next step?**

**Effectively communicate the need and why you are good at it!**

**Who should speak & how long?**

**Entertainment?**



# DONOR INITIATED GATHERINGS

Unearthing the People to Invite



# DONOR INITIATED GATHERINGS

Unearthing the People to Invite

Which donors could host?



# **DONOR INITIATED GATHERINGS**

**Unearthing the People to Invite**

**Which donors could host?**

**Looking at friendship circles**



# **DONOR INITIATED GATHERINGS**

**Unearthing the People to Invite**

**Which donors could host?**

**Looking at friendship circles**

**Identifying Groups**





# DONOR INITIATED GATHERINGS

## Navigating the Conversations



# DONOR INITIATED GATHERINGS

## Navigating the Conversations

Talking points for all leaders



# **DONOR INITIATED GATHERINGS**

## **Navigating the Conversations**

**Talking points for all leaders**

**Effective small talk**



# **DONOR INITIATED GATHERINGS**

## **Navigating the Conversations**

**Talking points for all leaders**

**Effective small talk**

**What not to say**



# **DONOR INITIATED GATHERINGS**

## **Navigating the Conversations**

**Talking points for all leaders**

**Effective small talk**

**What not to say**

**How to answer questions**



# DONOR INITIATED GATHERINGS

Discovering More About Your Guests



# **DONOR INITIATED GATHERINGS**

**Discovering More About Your Guests**

**Collecting information**



# **DONOR INITIATED GATHERINGS**

**Discovering More About Your Guests**

**Collecting information**

**Determining personalized next steps**





# **DONOR INITIATED GATHERINGS**

**Discovering More About Your Guests**

**Collecting information**

**Determining personalized next steps**

**Follow up**



# **DONOR INITIATED GATHERINGS**

**Discovering More About Your Guests**

**Collecting information**

**Determining personalized next steps**

**Follow up**

**FOLLOW UP**



# **DONOR INITIATED GATHERINGS**

**Focused Presentation**

**Unearting the People to Invite**

**Navigating the Conversations**

**Discovering More About Your Guests**



# **DONOR INITIATED GATHERINGS**

**Identify a Donor Who Could Host a DIG**



# **DONOR INITIATED GATHERINGS**

**Identify a Donor Who Could Host a DIG**

**Put it on the Calendar**




# **DONOR INITIATED GATHERINGS**

**Identify a Donor Who Could Host a DIG**

**Put it on the Calendar**

**Do it!**



A man with short, dark hair, wearing glasses and a light blue button-down shirt, is smiling broadly with his hands outstretched in a gesture of openness or presentation. He is standing against a plain, light-colored background. The text 'www.TimBoydSpeaks.com' is overlaid in large, bold, black font across the center of the image.

[www.TimBoydSpeaks.com](http://www.TimBoydSpeaks.com)