

Resiliency and Sustainability:
Exploring Best Practices in Development and Fundraising

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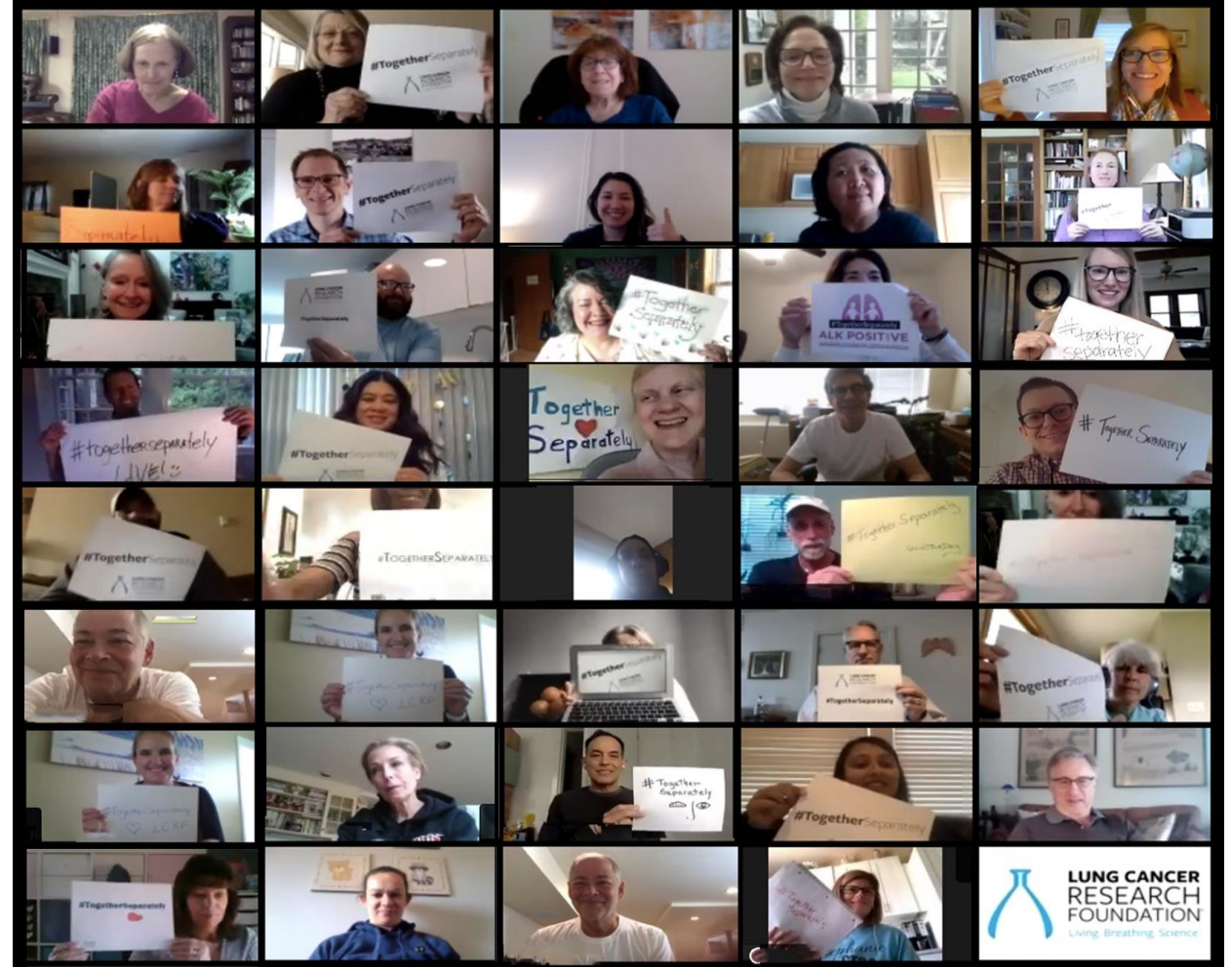
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Lessons Learned

The old best practices are still the best practices.

#TogetherSeparately

- Provide community
- Don't be afraid to go off script – or don't even have one to begin with!
- Provide value
- Follow up!



Refocus Priorities

- Shrinking revenue, staff and time necessitate a refocusing of priorities towards major donors



Connecting Donors to the Mission

- What can you offer constituents now that you could not before?



Where do we go from here?

- How to plan for events in 2021 and beyond?
- How to plan for planned giving when you *really* need revenue now?
- How to best cultivate donors when face to face meetings are not possible?