

Hi-Po Immersion

This intense, total immersion workshop is designed for high-potential development professionals and represents a major investment in building their interpersonal skills and capabilities. Participants engage in three video-recorded exercises that highlight critical conversations in the donor cultivation process, including the Process for Locating Philanthropic Passion™. To provide adequate personal attention and coaching, *Hi-Po Immersion* is limited to 12 participants.

Prerequisite: *The Art and Science of Donor Development*

Syllabus

Pre-work

Participants receive a pre-workshop packet that outlines the expectations for the workshop and asks participants to come prepared for the three video-recorded exercises.

Introduction

Participants are introduced to the agenda, philosophy, and ground rules for the two-day session and conduct a personal, pre-workshop evaluation of their relevant skills.

Establish Personal and Professional Credibility

Participants explore key factors that influence how they project and how others perceive their personal and professional credibility, including attitudes, image, and competence. This section culminates with a video-recorded practice in which participants are asked to articulate their own compelling professional story and receive feedback and coaching.

Focus the Conversation

Participants review two key ways to focus the conversation and pique donor interest, the appropriate circumstances for each, and how to transition smoothly. This section concludes with a video-recorded practice in which participants share an appropriate focus statement for their institution and receive feedback and coaching.

Dig Deeper

In a facilitator-led discussion, participants share tactics for turning difficult situations that might occur in the Process for Locating Philanthropic Passion™ into positive, forward-moving experiences. This section concludes with a video-recorded practice in which participants take another facilitator through the Process for Locating Philanthropic Passion™ and receive feedback and coaching.

Take Action

Participants reflect on their workshop experience and establish an action plan for applying what they have learned.