

Managing Donor Relationships in Times of Turmoil A 90-minute briefing for advancement teams

Agenda

Opening Comments

- Who is participating in the webinar and why?
- Goals for this session
- Mindset for engagement
- Collaborating—cross academic/medical

Strategies for Donor Communications in Crisis

- Stewardship first—building the personal bond
- What donors need to hear from you
- How to reach out, when to back off

Opportunities to Take Advantage of Now

- Stay healthy, build new habits
- Clean up your donor information, prioritize your portfolio
- Build your skills, tap into online resources for professional development

Open Discussion

To learn more, or to explore offering this virtual session for your advancement team, contact us at info@advancementresources.org or +1 319 398 3376.