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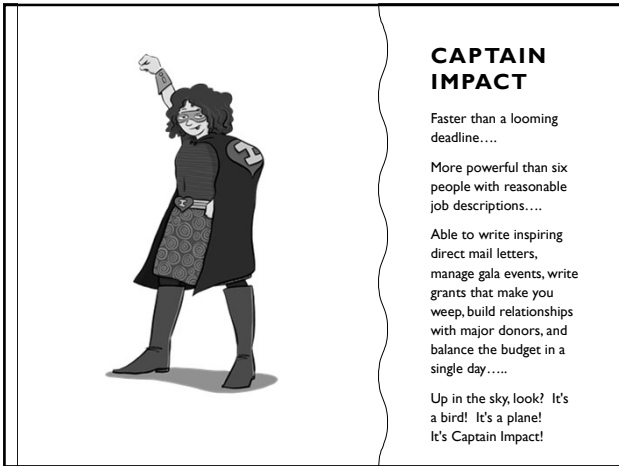
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**LET'S DIVE IN**  
A quick poll!

Photo by Erik Duggan on Unsplash

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**AUTHENTICITY**



**How to Own this Superpower?**

- Embrace your passion
- Connect to your donor's stories
- Carry an object  
(Bernard Ross)

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**BREAKOUT SESSION**

**What object could you carry to tell your Love Story for your Mission?**

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# FAMILIARITY



## How to Own this Superpower?

- Get personal
- Gratitude attack
- Member Matters – individual strategic plans (Veritus Group)

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# KNOW YOUR NICHE



## How to Own this Superpower?

- Be the Conduit
- Mix quick fact with emotion
- Share what you know

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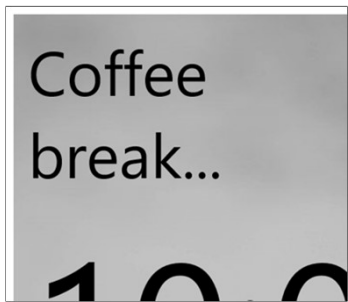
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# BREAK TIME



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# ENGAGEMENT: CULTURE OF PHILANTHROPY

## How to Own this Superpower?

- Be open with co-workers
- Community Conversations for Board
- Make a workplan



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## QUICK CHECK UP

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# BIG BANG FOR THE BUCK



## How to Own this Superpower?

- Be the expert on your org's finances.
  - Get comfortable with money for your cause.
- Answer these questions:
- My first memory of money
  - The emotions I have when I hear the word money
  - How does my mission need me to feel about money and how can I get there.

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	<p><b>Breakout Session</b></p>	<p><b>What is your first memory of money?</b></p> <p><b>What emotions do you have when you hear the word money?</b></p>
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<p><b>PERSONALITY</b></p> <p><b>How to Own this Superpower?</b></p> <ul style="list-style-type: none"> <li>• Ask yourself:             <ul style="list-style-type: none"> <li>– What three adjectives describe our organization?</li> </ul> </li> <li>• Ask your donors.</li> <li>• Translate that to a consistent look, tone, and feel for your org.</li> </ul> 
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<p><b>KRYPTONITE</b></p> <p><b>AND HOW TO DEAL WITH IT</b></p> 
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## SMALL SHOP KRYPTONITE

- Planning
- Passion blindness
- Consistency
- Time
- Data



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## HOW TO OWN YOUR CAPE

Believe	See Abundance	Plan more
Be you	Be familiar	Get comfy with money
Engage everyone	Help others with their cape	

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## Own Your Cape

- Courage is contagious.

Every time we are brave with our lives, we make the people around us a little braver and our organizations bolder and stronger.

BRENE BROWN

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# What's coming up

## Reemergence Nonprofit Learning Series



September 16 & 23  
**Nonprofit Financial Strategy in  
Response to Crisis (2-part)**

October 21  
**Six Superpowers of a Small Nonprofit  
Fundraiser**

November 17  
**Network leadership: Collaboration for  
Greater Impact**

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