

Six Steps for Success



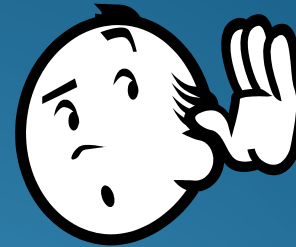
Pamela Havens
Director, Donor Relations
Hamilton College



January 2013 Webinar

Association of Donor Relations Professionals

Step One:



- “Getting to know you..”
- What’s been done in the past?
- What do/did your constituencies have to say?
- What do they really want you to do?

Step Two: Know Thyself

*This above all: to thine own self be true.
~ William Shakespeare*

- **What's your Mission/Vision?**
- **How are you structured?**
- **What are your resources?**
- **What are your issues?**
- **What /where are your opportunities?**

Step Three: Retreat!!

- **De(Re)fine Mission/Vision**
- **De(Re)fine Policies & Procedures**
 - What, When, Why, How, By Whom
- **De(Re)fine Responsibilities**
- **Chart Your Course**
 - Goals, Objectives, Metrics, Planning Calendar



Step Four: Make (New) Friends

- Build Bridges
- Network
- Stay (Get) on the Cutting Edge



Step Five: Deployment

- **Marshall the Troops!**
- **Work the Plan***
- **Motivate Your Team & Partners**



**...the code is more what you'd call
"guidelines" than actual rules. ...*

*~ Captain Barbossa
Pirates of the Caribbean*

Step Six: Evaluate, Adjust, Celebrate

- Measure Your Progress
- Measure Your Success
- Mark Your Milestones
- Acknowledge & Recognize





Questions??

phavens@hamilton.edu / 315-859-4673



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