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## Embracing Tomorrow: *Be Ready For The Changing Donor Environment*



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# What Has Changed In Your World?

Turn to your neighbor(s) and discuss

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## What I See

- Donor diversity
- Empowerment of donors
- New methods of solicitation/stewardship/engagement
- Focus on community vs. individual involvement
- Tired team members
- Financial challenges

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## What Can We Do?

- Be clear on what you/your organization need from donors
- Intentionally identify & recruit new donor profiles
- Listen to donors
- Be inclusive
- Create a community of belonging
- Identify ways to support colleagues

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# What Else?

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## What's Coming?

- Rise of “Apex” donors
- Need to address the issue of “power” in philanthropy
- Understand new practices including LLCs, DAFs, Crypto/bitcoin/NFTs
- Continued blurring of sectoral lines
- UN Sustainability Goals

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# UN Sustainability Goals



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# Questions?

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## Resources & Articles

### Articles

- [Expanding Definitions of Philanthropy and Philanthropist](#), *Johnson Center*
- [Ten Tips for Fundraisers](#), *IUPUI*
- [Seven Things That Scare Us About Philanthropy](#), *Inside Philanthropy*
- [Crypto Philanthropy: Fundraising for the Next Generation](#), *LA Times*

### Resources

- [Kellogg School Center for Nonprofit Management](#)
- [Nonprofit Management Essentials](#), sponsored by *The Allstate Foundation*

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