



ASSOCIATION OF  
DONOR RELATIONS  
PROFESSIONALS

BUILDING  
RELATIONSHIPS  
FOR GOOD

### Guiding Questions – ADRP NEMA Networking Lunch

1. What is one stewardship challenge you're currently facing that feels particularly hard to solve right now? (i.e., capacity, data gaps, disengaged donors, reporting demands)
2. How is your organization approaching the balance between digital and traditional (print) stewardship—and what's working or not working?
3. What role does data play in your stewardship strategy today, and where do you wish it played a bigger role?
4. Have you implemented any changes recently (process, technology, or structure) that have improved efficiency or impact? What prompted that shift?
5. How do you prioritize stewardship efforts when resources are limited? What gets protected—and what gets scaled back?
6. What does “good” collaboration look like between donor relations and other teams (advancement, finance, programs) at your organization? What process improvements have you found helpful in strengthening those partnerships?
7. If you've explored alternative staffing models (consultants, freelancers, fractional roles), what has your experience been?
8. What's one thing you wish leadership better understood about donor relations and stewardship work? What are your strategies for navigating that knowledge gap?
9. How are you measuring success in stewardship today—and do you feel those metrics truly capture impact?
10. Looking ahead, what trend in donor relations or stewardship are you paying the most attention to right now?