

THE MILLENNIAL MGO

How to be successful when
everyone sees you as their kid

Wednesday, January 16, 2019

RITE Discovery Meeting

Relate - Find commonalities between yourself and the donor

Invoke - Be prepared with ways to get your donor involved

Take Away - Always leave the meeting with a follow-up item

Engagement Plan - After the meeting, develop the next steps

Set the Tone for Your Office

Balance **flexibility** and **professionalism**

Treat your **colleagues** like your **donors**

Confidence. You know what you're talking about.

Be ready with a **compelling story**: Why you do what you do and why **you** are **qualified** to do it.

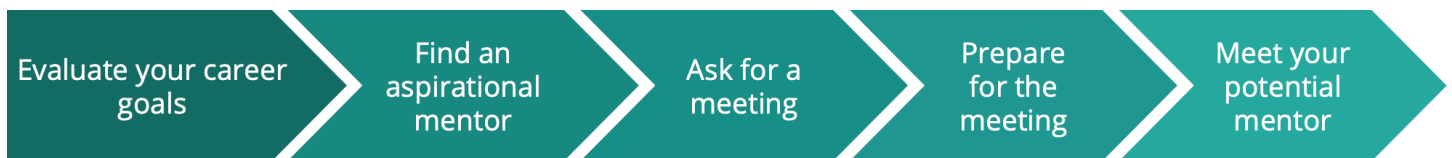
Believe your own story!

Read!

Get **involved** with the **fundraising community** outside of your workplace

Don't be afraid to show your **credentials**!

Mentoring Action Plan (Map)



Make the Most Out of Your Meeting

Come with an **agenda** in mind

What do **you want** to get out of this conversation?

What should your **potential mentor** get out of this conversation?

If it feels right, ask for **another meeting**!

Pay the bill