

With More We Can DO More

Let's Think **BIGGER**



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With More We Can DO More Thinking BIGGER

What Gift Would be Transformative: Take Council to a New Level?

- Designation
- Amount
- Donor Investment in the Council for Now and the Future
- Eliminate: Program Items, Repairs & Upkeep, Other Expenses

One Donor:

- Naming Opportunities
- Final Ultimate Gift
- Have No Fear of Asking for a BIG \$-Never An Insult!



More Dollars Mean Greater Impact

Multiple Donors:

- Lead Gift (As Above)
- Equal Gifts
- Challenge
- Matching Gifts

Wider Scope:

- Multiple Purposes
- Multiple Councils



More Dollars Mean Greater Impact

Fundraising Keystones

- Development job is NOT asking for money
- It IS building friendships & relationships
- It IS sharing your belief in and passion for Scouting
- Amount of money target will surface in the discussion
- Always be listening for donor interests and desires
- A donor will NOT be insulted by your encouraging a large financial commitment.

