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· fundraising counsel ·

Proud Sponsor of AFP SVC's June Luncheon

Chelsey Souza, CFRE

June 19, 2018

Services

- Annual Campaign Planning
- Board & Leadership Coaching
- Capital Campaign Feasibility & Planning Studies
- Major Giving & Institutional Giving Programs
- Philanthropic Development Assessments
- Strategic Planning & Retreat Facilitation
- Wealth Screening & Prospect Research

Recent Clients

Alcatraz Lighthouse Preservation Project, San Francisco
Clinic by the Bay, San Francisco
Community Solutions, Gilroy
Habitat for Humanity East Bay Silicon Valley, Oakland
Morrissey-Compton Educational Center, Redwood City
Sacred Heart Community Service, San Jose
Sacred Heart Nativity School, San Jose

*Thank you for the objective evaluation. You have given us an invaluable tool to guide our strategic development work! ~ Jennifer Tate
Board Member, Community Solutions*

Recipe

Building Genuine Donor Relationships

Ingredients

- ✓ Exchange of Shared Values
- ✓ Communication
- ✓ Recognition
- ✓ Stewardship
- ✓ Ethical Fundraising

Directions

Uncover the donor's motivations for giving, share meaningful outcomes, stir with passion, steward their gifts, build trust, and continue to cultivate until ready.

Prep Time: 12 – 24 months

From the “Kitchen” of Chelsey Souza, CFRE

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Thank You & Happy Relationship Building

www.essexdrake.com