

# RISE

Results in Independent Schools E-newsletter  
Shining a Light on Fundraising

Alexander Haas  
TRANSFORMING INSTITUTIONS THAT TRANSFORM LIVES

**First Things First**



February 19, 2019  
[www.fundraisingcounsel.com](http://www.fundraisingcounsel.com)



from the standing-desk of  
**David H. King** | President & CEO

## Trickle Down Philanthropy

I'm fascinated by the changing trends in philanthropy, particularly as it relates to innovation. Every day we are introduced to some new technology that promises to encourage our well-being up the positive vector. Maybe you're wondering, Why am I reading about technology and innovation in a Philanthropy blog-stay with me.

This past summer I was amazed at the story regarding Dr. Atul Gawande, who was appointed CEO of a yet to-be-named nonprofit healthcare venture established by Warren Buffett, Jeff Bezos, and Jamie Dimon. Yes, that's Berkshire Hathaway, Amazon, and JP Morgan.

Let's start by considering that in their own right, each of these dynamic leaders is a significant philanthropist. Now, let's consider their motivation for hiring Dr. Gawande and setting up this nonprofit venture.

It's not greed; it's the desire to fix something that is broken-to make healthcare better, more accessible, and less expensive. Isn't that what we are all doing in our respective areas-attacking a challenge, preserving, advocating, protecting, or just making something better?

[Read more here...](#)

### You Should Know....

#### **Worried About a 2019 Recession: Publication asks David King for Insight**

Because recession warnings are routinely flashing, *The Chronicle of Philanthropy* recently published articles about the possibility, if nonprofits should worry and things charities should be doing regardless.



One expert the reporter reached out to when researching was Alexander Haas President & CEO **David King**. David offers a few suggestions as to what groups can do even now, when the wolf seems to be at the door.

*Identify what economic conditions affect your donor. David King, head of the Alexander Haas fundraising consultancy, says organizations sometimes worry over "the economy with a capital 'E' " - the global or national economic outlook. He advises instead to "go micro" and look at how key industries or regions are faring.*

*The stock market and the Dow Jones index are not always the best economic indicators, King notes. "If the Dow is not your economy, don't get sucked into a panic over it."*

And what are institutions doing in the meantime, when a possible downturn looms?

David told the *Chronicle* he's hearing similar reports from his clients in campaigns, many of whom are racing to raise as much money as they can before any slowdown. "Everybody is going full speed ahead," he says. "We haven't seen anybody backing off campaign planning or execution."

Read the full articles [here](#) and [here](#).

## Listen and Learn....



### What Donors Really Want

Author, CEO and Founder of MarketSmart **Greg Warner** joins Alexander Haas President and CEO David King to share tips for fostering donor relationships by giving them what they really want.

He says, "If you work through the process correctly, you don't even have to ask donors for a gift."

[click on picture for podcast](#)



### Are You Listening to Our Podcast?

**NonprofitNews.com** thinks you should! The website's **Donorbox Blog** lists



our podcast **Futures in Fundraising** #4 on a list of **8 Podcasts for Nonprofit Founders (in 2018)**.

Catch a new episode of Futures in Fundraising each month on Tuesdays at 10:00 am (EST) on Facebook Live.

To download this show and catch up on others, find us on iTunes.

[Listen to all our podcasts here...](#)



We'd Like You to *Know...*

### Fundraising Veteran Carl G. Hamm Joins Our Team

**Carl G. Hamm** was named Managing Partner for Museums and Performing Arts at Alexander Haas. He has nearly 30 years of senior management experience in the nonprofit sector, the majority of which is in senior development roles in the museum field.

Prior to joining Alexander Haas, Hamm served as Deputy Director for Development and External Affairs for the **Saint Louis Art Museum**. Hamm also has a career history serving as senior Vice President for Development & Marketing for the **Fort Worth Museum of Science and History** and as Associate Director of Development for the **Dallas Museum of Art**.



[Get to know Carl here.](#)

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### Our Transformational Fundraising Services

You're just a jump away from learning about all the fundraising aids Alexander Haas has in its vault of Transformational Services.

[Jump!](#)

### Transforming Institutions

For more than 30 years, Alexander Haas has been a fixture in the nonprofit community. We are honored to have worked with some of the largest, and some of the smallest, independent schools that help transform our nations adolescents into our next leaders.

[Our Independent School Client Partners.](#)

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# Alexander·Haas

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