



BLACK FOX
PHILANTHROPY

Your Mission is Our Mission. Our Team is Your Team.

BLACK FOX PHILANTHROPY FUNDRAISING ACCELERATOR | ABRIDGED

Black Fox Philanthropy focuses upon meeting clients where they are, prescribing high impact services that are within budget while addressing barriers to fulfilling clients' needs to do with attracting funding. Over time, several of our core services have emerged as vital to attracting and building funding relationships with mission-aligned partners. Those services include Painless Prospecting, Advancement Outreach, Grant Writing, and more. While each service is strong as a standalone offering, combined and done correctly, they are an immediate and powerful rocket boost to your fundraising efforts. ***The GOAL: To get you as close to new funding as possible, as soon as possible.***

PAINLESS PROSPECTING

Objective: Deliver a robust foundation funder pipeline that is relevant and vital to cultivating new funder partnerships. Through Painless Prospecting, Black Fox Philanthropy serves as a highly skilled short-term extension of your staff, making it financially accessible to organizations in the trenches of fundraising that need added bandwidth to uncover new aligned grantors through extensive funder research.

Deliverable: Funder Pipeline. Through data requests and conversations to refine a search, Black Fox Philanthropy will work with you to gain a thorough understanding of your current funding pipeline, including funders who have funded your organization in the past, funders who have declined funding you, and funders that are already on your radar. Excluding these funders, Black Fox Philanthropy will develop a pipeline of new funder prospects, based on key characteristics you seek in new funding partners. Of those uncovered, we will identify your "BFFs," or Best Fit Funders. While all prospects will be reviewed during the final call, the BFFs will have added coaching around a strategic approach to up the odds for engagement. This service also includes two (2) 30-minute meetings via phone or videoconference 6 and 12 months after the pipeline is delivered to check in on progress and serve as a thought partner to help move the pipeline forward.

DEDICATED ADVANCEMENT OUTREACH

Objective: Your organization has a powerful mission and vision, and tremendous capacity to have profound impact. Yet the time of the primary fundraiser(s) is best invest-

ed in face-to-face meetings, not the initial outreach to develop interest and secure meetings with institutional funders. The objective of this segment of the alliance is to secure invitations to submit an LOI or grant, and/or to advance relationships with funders by securing key meetings for the primary fundraising, while setting the stage for success in securing funding partnerships.

Deliverable: Black Fox Philanthropy will serve as an extension of your staff for three (3) months to provide informed, targeted, expert outreach via email and phone calls to funders in your existing pipeline, alongside new funders uncovered during the Painless Prospecting process. The selected funders will be vetted for likelihood of near-term funding; however, note that institutional funder engagement often has a longer cultivation cycle. To this end, Black Fox Philanthropy will also apply the lens of longer-term success so that your organization can consistently enroll new partners over a lengthier period of time.

LETTERS OF INQUIRY & GRANT SUBMISSION(S)

Objective: To create capacity within your organization to pursue funding opportunities through the crafting of two (2) Letters of Inquiry (LOIs), and one (1) full grant submission.

Deliverable: Our professional grant writers will craft two funder-specific LOIs and complete any preliminary online applications that the funders require. Further, we will create one comprehensive grant submission that can be used as a template for multiple grant submissions.

Timeline: Ten (10) business days per LOI. Grant submissions to be completed within 45 days. Note: Shorter deadlines will be accommodated when possible. While the goal is to craft submissions within initial 90 days of Advancement Outreach, there is no expiry date on this segment; submissions will be crafted as needs arise.

CAPACITY BUILDING MATERIALS

Also included in this Accelerator are fundraising and capacity building training materials designed for non-profit leaders seeking expand their own knowledge and skills base, but to also strengthen the skills of all team members.

- **Crafting Your Why:** Beyond the overarching organizational messaging, it is vital to develop a narrative around why your work is uniquely yours to do. This exercise will

better equip you to build rapport with funders, instill conviction in them that you are dedicated to the issue alongside them and inspire them to become an ally.

- **Leading the Donor Dance:** This choreography helps you connect with current and future funders by teaching you to unlock your funder's emotional link to your mission, build your credibility, gain the insights needed to make an informed financial ask while developing lasting partnerships.
- **Strengthening Funder Relationships:** This roadmap focuses upon deepening the emotional and financial engagement with your organization from current funding partners, while uncovering what would inspire greater giving.
- **Developing and Unleashing a Fundraising Board:** It is vitally important to have a fundraising board if an organization is to achieve its full impact. Too often, however, executive directors and staff are expected to be the sole fundraisers. A core document and suite of materials, including steps for engage networks, spells out how to cultivate board leadership with clear expectations and objectives around their role in achieving sustained success when it comes to raising funds.

TIME AND FINANCIAL INVESTMENT

Abridged Fundraising Accelerator Investment: Three (3) Months Total; \$10,000

Note: While all services will be executed concurrently, the funder pipeline will be delivered within 30 days of the intake call, and Advancement Outreach will continue for a full three (3) months. Optional ongoing advancement outreach support is available on a month-to-month basis for \$1,800 per month. In addition, Black Fox Philanthropy can continue to support your organization with additional grant submissions leveraging the grant template. Pricing varies based upon complexity; however, fees generally land between \$400 - \$900.

Capacity Building Grants: The Black Fox Fundraising Accelerator is designed for high impact/ROI for funder Capacity Building Grants (CBGs); ask a trusted partner about a CBG for this and other Black Fox Philanthropy services.

B Corp: Black Fox Philanthropy takes client satisfaction very seriously. If for any reason you are not satisfied with the services provided, Black Fox Philanthropy will work to ensure your satisfaction within 60 days.

Contact Us: Please contact Natalie Rekstad at Natalie@BlackFox.global for more information about Fundraising Accelerators or any Black Fox Philanthropy services.