



# PAINLESS PROSPECTING

## Context

A robust grant pipeline is vital to cultivating new funder partnerships, but many nonprofit organizations lack the time, staff, and paid database resources for uncovering these funding sources. 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 grantors through extensive funder research.

## Objective

The objective of Painless Prospecting is to provide a robust pipeline of foundation funders that is relevant and vital to cultivating new funder partnerships. This engagement can help jump-start a new development hire and/or bolster your existing pipeline so you can engage highly qualified funder candidates in a meaningful way.



Sarah Symons, Her Future Coalition

What struck us about the funder research Black Fox Philanthropy did for us was that it was so specific — they uncovered so many new funders who are a bullseye in terms of aligned missions around vulnerable girls and education, and who have a demonstrated belief in our theory of change. So grateful to the Black Fox team for the fundraising quantum leap forward!



## Deliverable: Funder Pipeline

The Painless Prospecting Service begins with an in-depth intake process, during which Black Fox Philanthropy works with your team to gain a thorough understanding of your current funding pipeline, including funders who have funded your organization in the past, funders who have declined to fund you, and funders that are already on your radar. Excluding these funders, Black Fox Philanthropy will develop a pipeline of funder prospects, based on key characteristics you seek in new funders. Out of those uncovered, we will identify your “BFFs,” or Best Fit Funders. While all prospects will be reviewed during the final delivery conversation, our specialists will provide deeper strategic guidance on the BFFs.

**Standard Time and Financial Investment: One-month engagement; \$6,000\***

*\*Bespoke scopes available based on the unique needs of our clients*

**Note** | Painless Prospecting is ideal for high impact/ROI for funder Capacity Building Grants (CBGs); ask a trusted funding partner about a CBG for this service.

**Black Fox Philanthropy is proud to be woman-owned and a certified B Corporation.**

Learn more about how we can serve your mission at  
[www.BlackFoxPhilanthropy.com](http://www.BlackFoxPhilanthropy.com)

