



BLACK FOX
PHILANTHROPY LLC



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

DEDICATED ADVANCEMENT OUTREACH

Objective

Your organization has a powerful mission and vision, and tremendous capacity to have profound impact; however, the time of the primary fundraiser is best invested in face to face meetings, not the initial outreach to develop interest and secure meetings with institutional or individual funders. The objective of this engagement is to secure invitations to submit a Letter of Inquiry (LOI) or grant, and/or to advance relationships with funders by securing key meetings for the primary fundraiser, setting the stage for success in securing funding partnerships.



Deliverable

While the ultimate decision to fund an organization lays with the funder, Black Fox Philanthropy's team will take every available step to get you and your mission in front of the right funders and position your work to optimize the likelihood of successful funding. Through Advancement Outreach, our team will further engage and cultivate your existing network of donors and prospects, as well as build relationships on behalf of your organization with new prospects. Our Advancement Specialists set up calls and meetings; secure LOI invitations; generate funder referrals; and more, thus strengthening your pipeline and getting you closer to funding.



George McGraw, CEO, Dig Deep

DigDeep had the pleasure of working with Black Fox Philanthropy for funder research and advancement outreach, with the purpose of establishing new relationships with mission-aligned funders. The ROI on the engagement is 100x thus far, including multi-year, six-figure funding from a major national foundation. We are positioned better than ever to bring clean, running water to the 2 million Americans without it. We recommend their services wholeheartedly!



SERVICE FEATURES

DEDICATED ADVANCEMENT OUTREACH

Black Fox Philanthropy will serve as an extension of your staff for a six (6) month period to provide informed, targeted, expert outreach via email and phone calls to funders in your existing pipeline, as well as new funders uncovered through our research, working to turn cold prospects into warm relationships. The selected funders will be vetted for likelihood of near-term funding, with the caveat that institutional funder engagement typically has a longer cultivation cycle. Black Fox Philanthropy will also apply the lens of longer-term success so that your organization can continue a growth trajectory.

ONGOING FUNDER RESEARCH

While we recommend that clients engage in our Painless Prospecting service prior to beginning Advancement Outreach to develop their funder pipelines, the service includes a bank of 15 Researcher hours that can be used at any time throughout the engagement to keep the funder pipeline fresh. These research hours can also be used to find existing warm connections between the leadership of your organization and the target funders.

FUNDRAISING PLAYBOOK

At the conclusion of the engagement, our team will produce a playbook that includes both overall fundraising best practices, and an outline of organization-specific action items to maintain the momentum gained during the Advancement engagement. This will help create consistency and optimization of your development team.

STRATEGIC ADVISORY HOURS

Your organization will have access to a bank of six (6) strategic advisory hours with Black Fox team members, which can be used during the engagement or for up to three months post engagement. These hours can be used to review grants, prepare for high-stakes meetings, train your team on key elements of fundraising, and so much more, dependent upon what is needed by the client, and where Black Fox Philanthropy has expertise. While these hours can be used at any time, many clients choose to utilize them after the formal engagement has concluded so that the momentum and successes gained via this engagement continue long after the six month time frame.

Standard Time and Financial Investment: Six-Months for \$34,500*

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

Optional continued month-to-month engagement; fees based on specific client needs.

Note | Advancement Outreach 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

