



PAINLESS PROSPECTING

Context

A robust grant pipeline is vital to cultivating new funder partnerships, but many organizations lack the time, staff, expertise, and paid database resources for uncovering these funding sources. Through Painless Prospecting, Black Fox Philanthropy provides powerful funder candidate research for organizations in need of added capacity and expertise to uncover new grantors.

Objective

The objective of Painless Prospecting is to provide a robust pipeline of institutional funders that is relevant and vital to cultivating new funder partnerships. This engagement can help jump-start a new development hire and/or bolster an existing pipeline so that highly qualified funder candidates can be engaged in a strategic and 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 your organization, and funders that are already on your radar. Excluding these funders, Black Fox Philanthropy will develop a pipeline of deeply aligned funder prospects based on key characteristics sought in new funders, such as minimum grant size, geographic focus, unrestricted funding and more. In addition to the pipeline of deeply aligned funders, Painless Prospecting builds foundational fundraising infrastructure, along with initial client-specific next steps for effectively engaging those funders.

Standard Time and Financial Investment: One-month engagement; \$6,900*

**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

