RITE Discovery Meeting

R elate - Find commonalities between yourself and the donor

I nvite - Be prepared with ways to get your donor involved

T ake Away - Always leave the meeting with a follow-up item

E ngagement Plan - After the meeting, develop the next steps
Set the Tone for Your Office

Balance flexibility and professionalism

Treat your colleagues like your donors

Confidence. You know what you’re talking about.

Be ready with a compelling story: Why you do what you do and why you are qualified to do it.

Believe your own story!

Read!

Get involved with the fundraising community outside of your workplace

Don’t be afraid to show your credentials!

Mentoring Action Plan (Map)

Make the Most Out of Your Meeting

Come with an agenda in mind

What do you want to get out of this conversation?

What should your potential mentor get out of this conversation?

If it feels right, ask for another meeting!

Pay the bill