




Clergy:

Why You Are Indispensable to Fundraising Success




About Your Speaker



Randall Hallett
CEO and Founder, Hallett Philanthropy

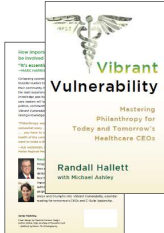

- 25+ years in the philanthropy field
- 18+ years as a Chief Development Officer
- Fundraised in both education and healthcare
- Consulted with the largest health and education systems in the United States, Canada, and Australia
- Has educated 10,000's of physicians, 1,000's of gift officers, 100's of executives, and countless Boards on best practice philanthropy
- Has led \$100M+ campaigns
- *Around with Randall* host, weekly 20-minute podcast
- Author of *Vibrant Vulnerability: Mastering Philanthropy for Today and Tomorrow's Healthcare CEOs*

E.D.D., JD, MBA, BS, CFRE

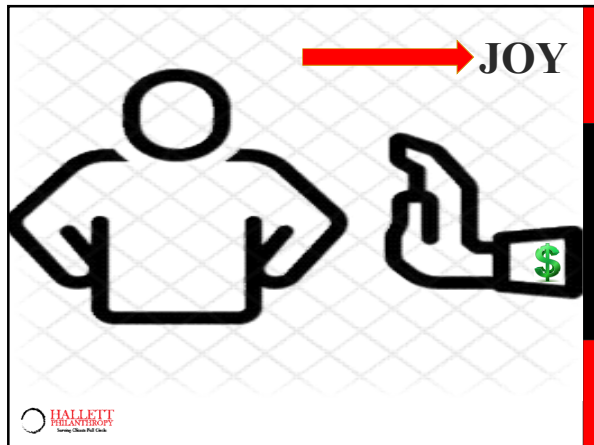


Advocating for Life-Long Learning

- Weekly 15–20-minute Podcast (*more than 150 of them!*)
- Subjects (*examples*)
 - > 4-part Series on the Donor Cycle, Campaigns, Planned Giving
 - > Program (*not capital*) funding
 - > MGO ROI
 - > The Art of Productivity
 - > Understanding Generational Giving
 - > Understanding the Value of Smaller Portfolio Sizes
 - > History of Philanthropy
 - > Donor Advised Funds
 - > Attention to Detail
 - > 2022 Non-Profit Predictions
 - > Leading and Lagging Indicators
 - > Artificial Intelligence in Non-Profit Work
 - > Managing Up
 - > New Board Member Orientation
 - > Great Philanthropists

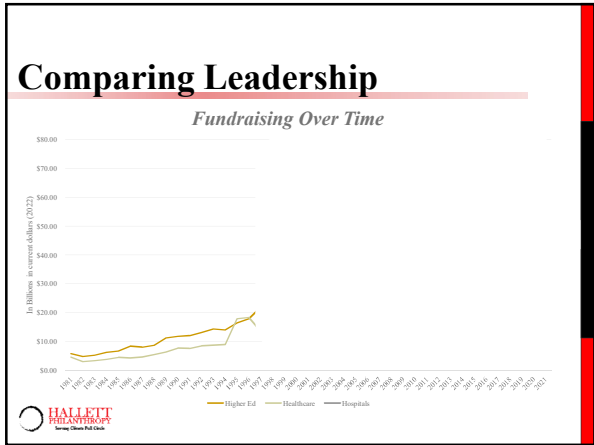



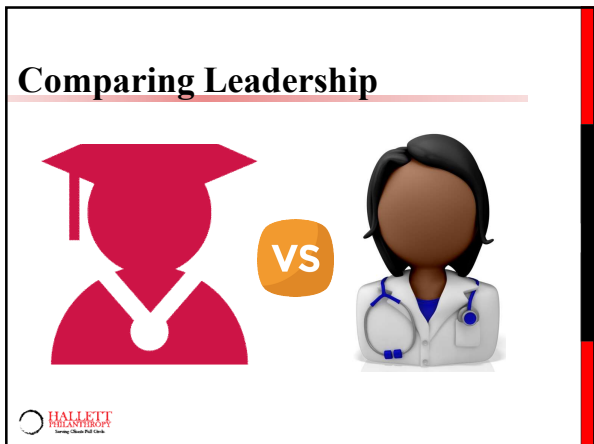












Leadership Change

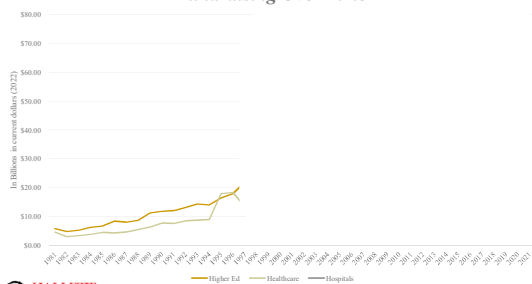
- Education Leadership's Time
 - Spend an average 6.7 out of 21 business days per month—more than 25%—on fundraising efforts.
 - Note: Other researchers have placed this number as high as 50%.
 - Devote 3.85 days per month traveling to conduct fundraising activities.
 - Meet with their chief development officers two to three times weekly.
 - Commit 5.27 days monthly at or hosting major donor/prospect events such as dinners, receptions, etc.



The Prioritization of and Time Spent on Fundraising Duties by Public Comprehensive University Presidents

Comparing Leadership

Fundraising Over Time



3 reasons



