

FIA

2023
SA FUNDRAISING
SHOWCASE



GRASSROOTS

**AT THE HEART OF
FUNDRAISING SUCCESS**

Creating **IMPACT**

Through Inspiration, Motivation, Passion,
Authenticity, Care, and Trust

Michelle Berriman

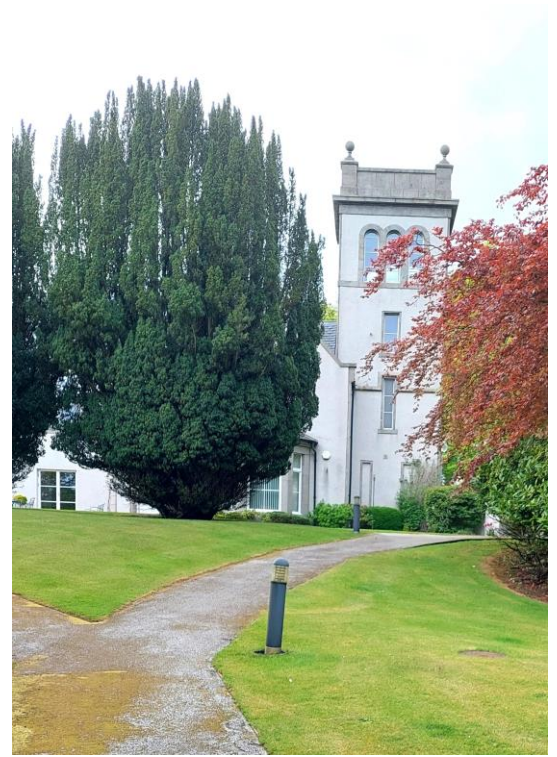
Chief Nester



Presented by:









DEAR MICHELLE WELL WHAT CAN
A SAY? EVER SINCE U WALKED INTO
THE OFFICE UVE BEEN A WHIRLWIND OF

energy, always thinkn up another new idea!

*you will be greatly missed around
the place n somebody else will have to
learn to dye their hair a different shade every
week. i hope u have a ball down under
n as u empire build from below we
Are sure to meet in the middle.*

*take care always and dont
forget to keep in touch.*

*wishing you every happiness
in your new home*

Michelle,

*Thank you for everything,
I really will miss you. Hope
you have a great new life
& start shaking things up
down there!*

*Love
Jain
X*

Instinct:

*noun. an innate, typically fixed pattern of behaviour in animals in response to certain stimuli.
"the homing instinct"*

- How can you be truly you if you don't trust and understand your own basic instincts
- For people to trust your "instinct" you must have truly developed your authentic self.
- Are we born with instincts? or are our instincts learned by being in positions that challenge our inner instincts? How do you learn to trust your own instincts?
- How do we know it is not just "influence" that is driving our instincts by what we are told is the "right" thing to do? But what is right to one person is not right to the other, that is when you will discover your core instinct.

I challenge anyone who has never said "I wish I just listened to my gut instinct, and trusted myself"

Don't let your inner fear of hurting someone's feelings get in your way of listening to what it is you need in order to make your way and get your job done as a leader.

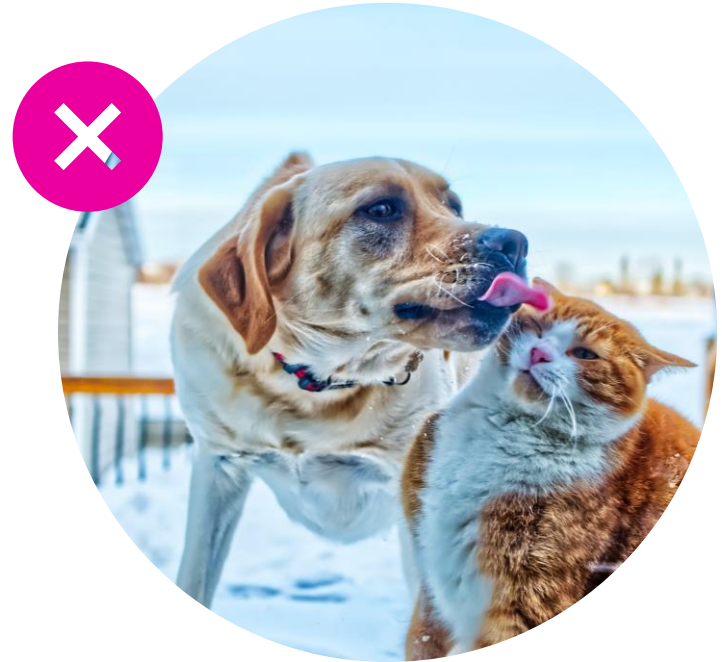
- Take a moment to think of a time in your personal life that you trusted your instincts.
- Can you identify what it was that triggered your instinct?
- How can you take those trusted feelings and transpose them into your professional life in a way that you never feel compromised?

Intrigue:

verb. arouse the curiosity or interest of; fascinate.

- What is it that intrigues you about the world ?
 - What intrigues you about life ?
 - What is it that you're passionate about ?
 - What is it that you're curious about ?
 - What is it that you want to change ?
 - What is it that you don't like ?
-
- If you are ***intrigued*** by something, it interests you and you want to know more about it.

 - If you are intriguing people, they want to know more about you, and what you stand for.



Intellect:

noun. the ability to acquire and apply knowledge and skills.

What Is Intelligence? Is intelligence a single ability, or does it involve an assortment of multiple skills and abilities?

For me intelligence is the ability to:

- **Learn from experience:** The acquisition, retention, and use of knowledge is an important component of intelligence.
- **Recognize problems:** To put knowledge to use, people must be able to identify possible problems in the environment that need to be addressed.
- **Solve problems:** People must then be able to take what they have learned to produce a useful solution to a problem they have noticed in the world around them.

Inspire Motivate Passionate Authentic Care Trust

Inspiration is not just where we start, it has to flow through everything we do, because that's what leads to the impact we and our donors want to see. I've borrowed this handy mnemonic from Michelle Berriman, executive director of the Fundraising Institute of New Zealand, so you can see at a glance where inspiration takes us. As well as having pride in the range, depth and functions of our voluntary sector we should be so, so proud of what we do in fuelling all the benefits that our donors make possible. Viewing and positioning ourselves as the inspiration business will help others to see that too - donors, potential donors and colleagues included.



I NSPIRE
M OTIVATE
P ASSIONATE
A UTHENTIC
C ARE
T RUST

“

Can we see in each other a common humanity, a shared dignity, and recognize how our different experiences have shaped us?

President Barack Obama

EMBRACE » LA

Fundraising isn't about money.
Its about work that urgently needs doing.
Don't focus on the money, focus on the people
who are sending it.
Its about one person talking to another person
about something they both care deeply about.
Its about inspiring people to believe they can
make a difference, then helping them to make it.
It's about building sustainability, mutually
beneficial long-term relationships, that delivers
lifetime value to both donor and cause
From a GIF on Ken Burnett's website
www.kenburnett.com





GRASSROOTS
AT THE HEART OF FUNDRAISING SUCCESS

FIA

2023
SA FUNDRAISING
SHOWCASE



The Fundraising Nest is a **FREE** vibrant new community hub for change makers in Australia, New Zealand and the world over.

We're building a community for and of fundraisers and leaders: from the ground up. We're about connecting the doers, thinkers and leaders with those who aspire to have even greater impact on the world around them.

People-with-purpose. That's who we are.

And when a community of people-with-purpose come together to share their wisdom, their challenges and their talents, the sky's the limit.

Still curious?

Scan the QR code to learn more today!

