

An abstract geometric design featuring a dark grey background. On the right side, there are several parallel lines in bright blue and dark grey, creating a sense of depth and perspective. The lines appear to be part of a larger structure, possibly a corner or a frame, extending from the top right towards the bottom left.

Follow the Stars

But Bring a Compass

Agenda

- Introduction
- Navigating Rough Waters
- Building Relationships
- Showing Up
- Final tips & takeaways

Navigating Rough Waters

- Knee jerk reactions and gut responses
- Be prepared
- Strategic cultivation of strong, authentic relationships

Building Relationships: Be Strategic

- Have a plan
- Have a back up plan
- Be flexible
- Bring your sense of humor
- And probably a compass

Have A Plan

- Sometimes we need to state the obvious
- Autopilot is efficient but not effective
- How to make a peanut butter and jelly sandwich
- More to the point, getting ready to network

What Makes A Plan Effective?

- Uncomplicated
- Adaptable
- Functional
- Provide options for plans B-Z

Sample Plan

- Current Priorities
 - Fundraising
 - What is your fundraising goal?
 - Who are your wish list donors?
 - What is your approach?
 - Personal connection, public spirited, etc.
 - Policy
 - Where are your policy pain points?
 - Do you have any legislative champions?
 - Can you join or create a coalition?
 - Volunteer Recruitment
 - Why should your cause be important for anyone else?
 - What is the end goal?

Is a Plan Enough of a Strategy?

- No
- It's not who you know, it's who the people you know, know
- Engage your networks
- Create a space for opportunities
- Evaluate your process

Building Relationships: Cultivation

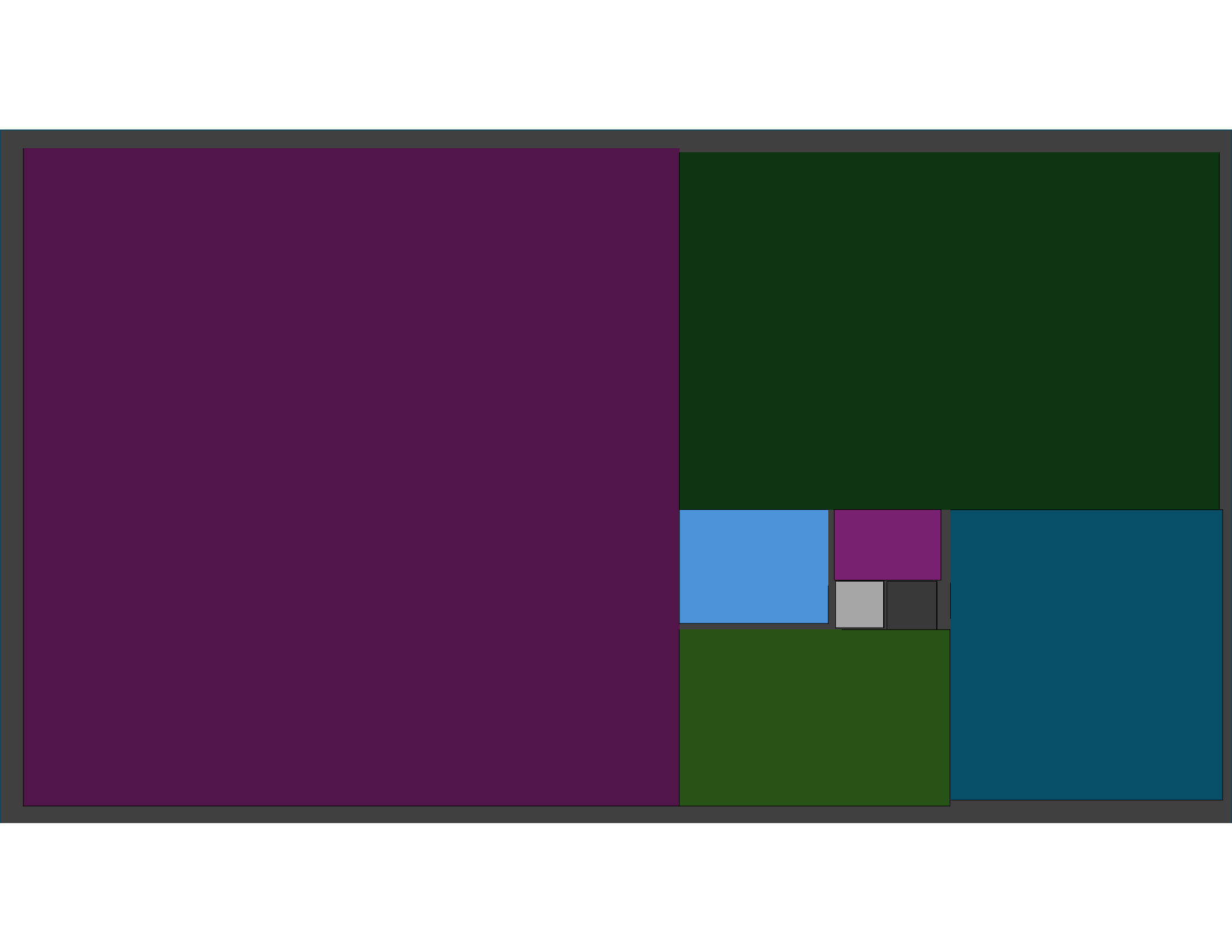
- Show Up
- Be Present
- Be Authentic
- Be Yourself

Cultivation: Showing Up

- Be willing to put yourself out there
- Practice saying yes
- Practice saying no
- Practice, practice, practice

Cultivation: Be Present

- Are you here or anywhere but here?
- Networking is more than words
- Implement your plan



Cultivation: Be Authentic

- Strong relationships require authentic interaction
- Break down silos
- Share who you are

Final Takeaways

- Be strategic about your goals
- Have a plan to guide your way
- Cast a wide net
- You can weather any storm if you have strong, authentic relationships

Thank You! Questions?