

Blessing or Burden:

Building Funder Relationships - How to Prepare for a Site Visit

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Working Together for Strong Communities



Understanding Funders



Spend their money...

their time...



and what annoys them.

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The Reason for the Site Visits



- **Gain Institutional Knowledge**
- **Make an Observation**
- **Anticipate the Investment**

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The “*Blessing*” in Site Visits

Get the Details

- **Info in advance**
- **Duration of visit**
- **Like to meet**



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The “*Blessing*” in Site Visits

Be Prepared

- **Become an expert**
- **Answer general and specific ?**
- **Know the financials**



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The “*Blessing*” in Site Visits

Talk and Listen

- Cultivate an atmosphere
- Speak the same language



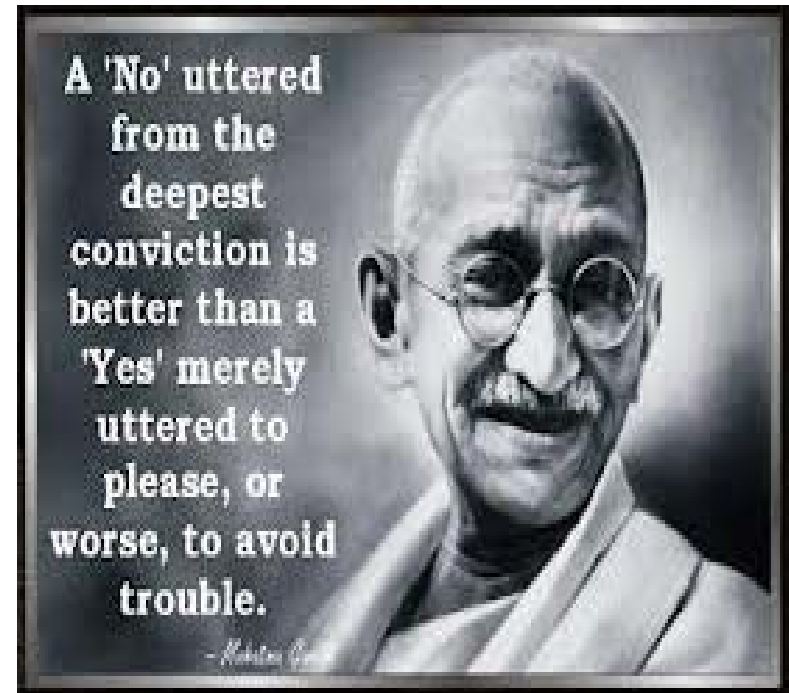
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The “*Blessing*” in Site Visits

Be Honest


- Discuss your **SWOT honestly**
- Don't be afraid to ask for help



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Follow Up!

- **Make a checklist at the end of the visit**

Thank you....



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