

The background of the slide is a solid dark brown color with a pattern of lighter brown, stylized autumn leaves scattered across it. The leaves have prominent veins and are in various orientations, some overlapping.

I Want to be a Major Gift Officer

(but please don't call it that!)

Carroll Beegan Follas

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So . . . What do you Want to be When You Grow Up?

- Many Choices
- An MGO
 1. All your p's and q's in order
 - passionate, positive, patient
 - quiet (at the proper time), quizzical, quirky
 2. Personality, with a capital "P"

The 6 Simple Steps to Success as an MGO

1. Know your cause and believe in it
2. Believe in yourself
3. Make a plan & set goals
4. Establish a timeline
5. Focus on relationship building
6. Accept the high's and low's

So . . . How Do You Do It?

- ✓ Seek advice from a professional
- ✓ List your prospects and qualify them
- ✓ Get yourself a phone book
- ✓ Buy yourself a local road Atlas
- ✓ Be creative in your initial contact ~
The relationship starts with you!
- ✓ Get the appointment
- ✓ Make the right connections
- ✓ Make it happen ~ go girl (or guy)!

A Blast from the Past

(A few of CBF's favorite stories)

- Donor 1 – Listening and Presentation
- Donor 2 – Colleague Cooperation & Teamwork
- Donor 3 – Good Development:
 - ✓ Perseverance
 - ✓ Consistency
 - ✓ Timing & Luck