



ARCS

ADVANCING
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**ARCS
FOUNDATION
OREGON**

PHILANTHROPY LUNCH & LEARN

SESSION #3

MAJOR GIFTS
Aligning Donors with Mission

Thursday, February 15



WELCOME & INTRODUCTIONS

DIANA GORDON
PRESIDENT
ARCS FOUNDATION OREGON

Today's Topics



- 1. 7 Donor Types**
- 2. Getting the First Meeting**
- 3. Discovery Visits**

Seven Donor Types

The Altruist

The Communitarian

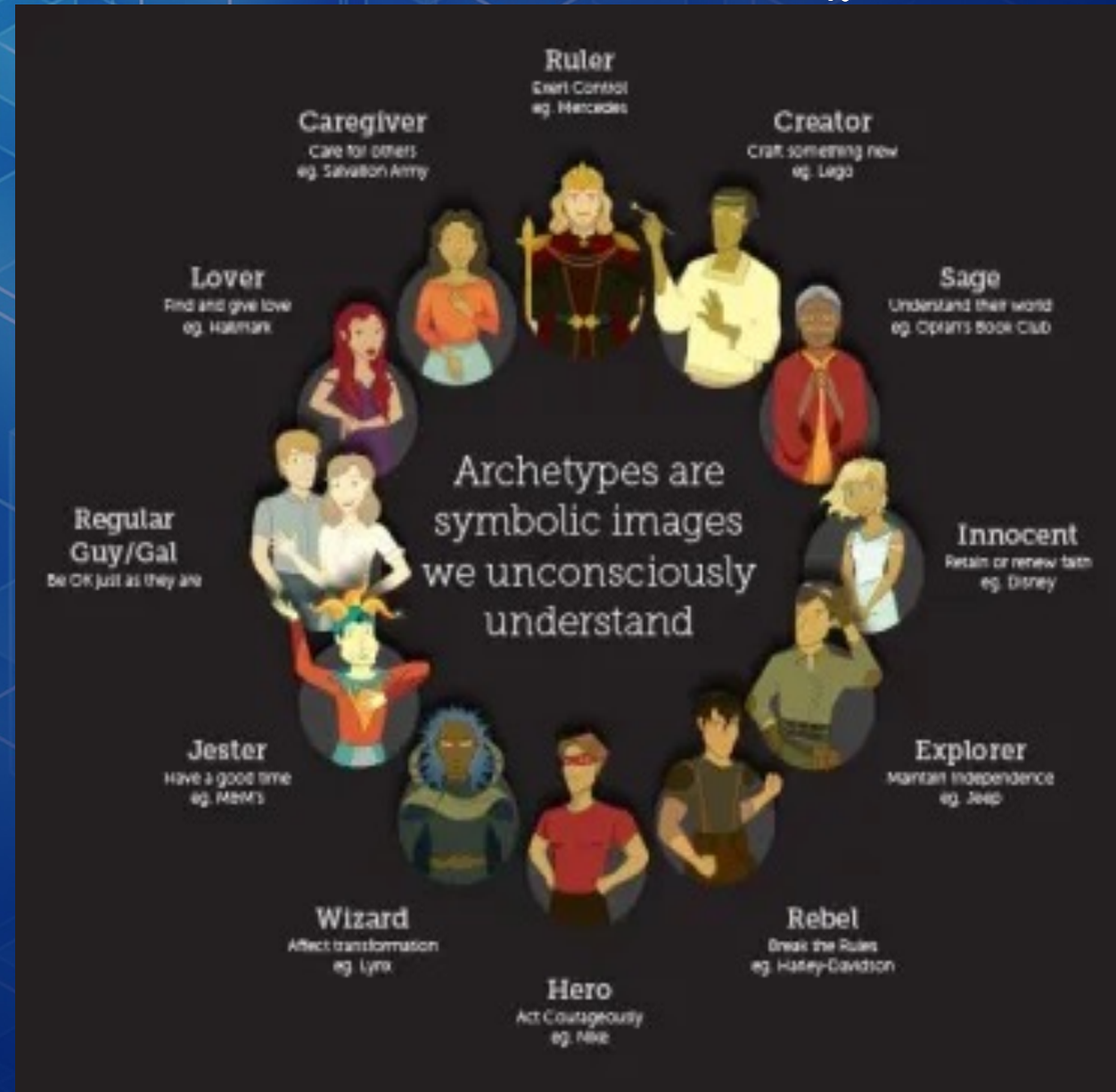
The Devout

The Dynast

The Investor

The Re-payer

The Socialite



The Altruist

Give because it is the right thing to do

Give without self interest

Give without thinking about it



The Communitarian

Give for community benefit

Give without personal benefit

Give so others in community can thrive



The Devout

Give out of devotion to a group or cause

Give through volunteerism



The Dynast

Titans of Industry

Philanthropy has been practiced for generations

Giving motivated by family legacy



The Investor

Giving motivated by ROI

Giving decisions are data driven

Giving is strategic

High interest in tangible outcomes - Problem solvers



The Re-payer

Giving b/c they benefitted from services

Giving is expression of gratitude



Grateful Patient Program

The Socialite

Giving motivated by recognition

Giving done in public

Enjoy fundraising events – Galas, etc.

