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10th Annual ADRP NYC Regional Conference

Friday, June 10, 2022

Let's Get Real
About Donor Relations

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We hold these truths to be self-evident...



- Donor Relations professionals work in the field for good, not for the fame, money or glory
- Most Donor Relations offices are understaffed and have insufficient budgets
- No one understands what we do for a living
- We are the people others dependent on



A quick review of history

1997	-----	2016
Joy		Threats
Fulfillment		Hate Mail



The Care and Feeding of Us

- Things I had not thought about
- We take on a lot and we don't talk about it
- People have high (sometimes unrealistic) expectations



Head Girls Lacrosse Coach/Director of Stewardship and Donor Relations

Private boarding and day school is seeking an individual for a part-time position as the School's Head Girls Lacrosse Coach and as the Director of Stewardship and Donor Relations for the Office of Development and Alumnae Relations.

The ideal candidate should be detail-oriented, be able to work collaboratively and independently, highly motivated, have strong organizational skills, and can critically analyze data. The candidate should possess effective communication skills and a strong knowledge and background in girls lacrosse, with previous coaching and/or collegiate playing experience preferred.



Things We Don't Talk About

- Death and illness
- Sexual harassment and other inappropriate behavior
- Angry people
- View of our role
- What else?



If we aren't talking about these things with each other, how can we expect our colleagues and leadership to be aware?

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Thank you!
Questions?



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