



# BUILD YOUR DONOR PIPELINE

Presented by Carol Bryant-Martin, Friends of Florida History

# OPENING QUOTE



**Whatever good  
things we build  
end up building us.**

**Jim Rohn**

BrainyQuote®



# ABOUT US



Friends of  
Florida History, Inc.





3 TYPES OF BOARD MEMBERS:  
WHICH ONE ARE YOU?


- 1. DOERS
- 2. DONORS
- 3. DOOR OPENERS

# STEPS TO ESTABLISHING DONOR TRUST



# CHECK-A-CHARITY

← → ↻ <https://www.fdacs.gov/Consumer-Resources/Charities/Charities-FAQ/How-do-I-check-on-a-charitable-organization> ☆



**Florida Department of Agriculture and Consumer Services**  
Commissioner Wilton Simpson

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[Home](#) / [Consumer Resources](#) / [Charities](#) / [Charities FAQ](#) / How do I check on a charitable organization?

## How do I check on a charitable organization?

Prospective donors should contact the FDACS toll-free hotline at **1-800-HELP-FLA (435-7352)** or use our online [Check-A-Charity](#) tool to verify registration and financial information.

You can also visit [Give.org](#), the website of the BBB Wise Giving Alliance, where you can access reports on nationally soliciting charities. The BBB Wise Giving Alliance evaluates charities against comprehensive [Standards for Charity Accountability](#) to help donors make informed giving decisions.

### Charities FAQ

[Check-A-Charity](#)

[Need more information?](#)

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# NETWORK FOR GOOD DONATENOW LITE

[HTTPS://WWW.NETWORKFORGOOD.ORG/NPO/MYACCOUNT/LOGIN.ASPX](https://www.networkforgood.org/npo/myaccount/login.aspx)

The screenshot shows a web browser window displaying a help article. The address bar shows the URL: <https://networkforgood.zendesk.com/hc/en-us/articles/115006166967-How-do-I-register-for-a-free-DonateNow-Lite>. The breadcrumb navigation is: Network for Good > Nonprofit > DonateNow Lite. A search bar is located in the top right corner with the placeholder text 'Type a word or phrase' and a 'Search' button. The main article title is 'How do I register for a free DonateNow Lite account?' with a subtext '8 days ago · Updated'. The article text explains that Network for Good offers a free DonateNow Lite account to nonprofits that receive funds through them, allowing them to see donation history and apply for EFT applications. It provides a link to the registration page: <https://www.networkforgood.org/npo/MyAccount/Login.aspx>. Below the text is a placeholder for an image labeled 'image008.jpg'. The article concludes by describing the registration process, which involves providing the date and amount of the most recent check received from Network For Good. A 'Similar Articles' section on the right lists several related topics: 'How to Get Your Network for Good Donations Through Direct Deposit (EFT)', 'Learn more about your donations and disbursements', 'How to Apply for EFT Using Our Secure Paperless Application Process', 'Don't see a donation?', 'How Do I Set up DonateNow Lite?', 'How do I update or change my organization's details?', and 'What is the Giving System Agreement?'.

Network for Good > Nonprofit > DonateNow Lite

Search

## How do I register for a free DonateNow Lite account?

8 days ago · Updated

Network for Good offers a DonateNow Lite account as a free service to nonprofits that receive funds through us. Through the DonateNow Lite account, nonprofits can see their donation history and any available donation details, as well as apply for EFT applications to receive funds via direct deposit instead of checks.

You can register with Network for Good by entering your charity's nine-digit Tax ID (EIN) number on the I Need to Register side of the following page: <https://www.networkforgood.org/npo/MyAccount/Login.aspx>

image008.jpg

The account registration process will ask for the date and amount of the most recent check you've received from Network For Good. If you've yet to receive a check, you can follow this [link](#) to find your organization in our database. You will then visit your nonprofit's page, and this will automatically create your organization's account in our database. After, you will simply follow a few steps to register your nonprofit with Network for Good.

**Similar Articles:**

- [How to Get Your Network for Good Donations Through Direct Deposit \(EFT\)](#)
- [Learn more about your donations and disbursements](#)
- [How to Apply for EFT Using Our Secure Paperless Application Process](#)
- [Don't see a donation?](#)
- [How Do I Set up DonateNow Lite?](#)
- [How do I update or change my organization's details?](#)
- [What is the Giving System Agreement?](#)

# GREAT NONPROFITS

## HTTPS://GREATNONPROFITS.ORG/



The image shows a screenshot of the GreatNonprofits website. At the top, there is a search bar with the text "FIND Nonprofit" and "NEAR City or state". Below the search bar is a navigation menu with links for "HOME", "TOP-RATED NONPROFITS", "FOR NONPROFITS", "ABOUT US", "SOLUTIONS", and "BLOG". A "Write a Review" link is also present. The main content area features a large image of children's faces with the text "Get Visibility and Recognition" and "Show the impact of your nonprofit. Enable your clients, volunteers, and donors to share their experience and write a review about your organization." Below this is a smaller screenshot of the RedRover nonprofit profile, which includes a star rating, location, mission statement, and a "Write a Review" button. To the right of the RedRover profile is the text "Easily Share the Stories from Your Supporters".

https://www.about.greatnonprofits.org/get-started?\_gl=1\*5exk7i\*\_ga\*Njl0Mzg5NDlyLjE2Nzc3NzlyMjI.\*\_ga\_FZRNT3R39S\*MTY4OTAxMzk2NS4yLjEuMTY4OTAxNDA2NS41OS4wLjA.

**GREATNONPROFITS** FIND Nonprofit NEAR City or state

HOME TOP-RATED NONPROFITS FOR NONPROFITS ABOUT US SOLUTIONS BLOG Write a Review

### Get Visibility and Recognition

Show the impact of your nonprofit. Enable your clients, volunteers, and donors to share their experience and write a review about your organization.

**GreatNonprofits** Find a nonprofit or charity Near a city or state Sign Up

**RedRover**  
★★★★★ 326 reviews  
Issues: Animals, Children & Youth, International  
Location: PO Box 188990, Sacramento, CA 95818 USA  
Mission: RedRover, formerly United Animal Nations (UAN), focuses on bringing animals out of crisis and strengthening the bond between people and animals through a variety of programs, including emergency sheltering, disaster relief services, financial assist. Read more...


Community Reviews  
★★★★★ March 6, 2019


### Easily Share the Stories from Your Supporters






# CHARITY NAVIGATOR

× <https://www.charitynavigator.org> ☆


[Sign in](#) [Nonprofit Resources](#) [Support Charity Navigator](#) 

 [Discover Charities](#) [Donor Basics](#) [About Us](#)



## Making a Difference Starts Here

Find and support a charity that aligns with your passions.




# CHARITY NAVIGATOR



https://www.charitynavigator.org/ein/593753544


Sign in Nonprofit Resources Support Charity Navigator


Charity Navigator Search by Charity or Cause Discover Charities Donor Basics About Us


## Friends of Florida History Inc.

 **Is this your nonprofit?**

-  501(c)(3) organization
-  Donations are tax-deductible

 [www.missionsanluis.org](http://www.missionsanluis.org)


 500 SOUTH BRONOUGH STREET STE 305  
Tallahassee FL 32399-6504

 [850-245-6332](tel:850-245-6332)

Tallahassee FL | IRS ruling year: 2002 | EIN: 59-3753544

**Organization Mission**  
TO ENHANCE AND PERPETUATE THE ARCHAEOLOGY, HISTORIC SITES, MUSEUMS, FOLKLIFE, AND HISTORIC PRESERVATION PROGRAMS OF THE DIVISION (INCLUDING, BUT NOT LIMITED TO, MISS ... [\(More\)](#)

### Rating Information




**Great**

This charity's score is **95%**, earning it a Four-Star rating. If this organization aligns with your passions and values, you can give with confidence.

This overall score is calculated from multiple beacon scores, weighted as follows: 90% [Accountability & Finance](#), 10% [Leadership & Adaptability](#). [Learn more about our criteria and methodology.](#)

**95%**




**Four-Star Charity**

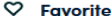
Impact & Results

Accountability & Finance

Culture & Community

Leadership & Adaptability

 DONATE

 Favorite

# CANDID. GUIDESTAR.





# CANDID. GUIDESTAR.


https://www.guidestar.org/profile/59-3753544

Candid at a glance

Candid.  
GuideStar

Basic Search  Search Update Nonprofit Profile Products Blog Support Hi Carol Bryant-Martin

PDF Share

 **Friends of Florida History, Inc.**

#yourflorida #yourhistory

aka Friends of Florida History | TALLAHASSEE, FL | <https://dos.myflorida.com/historical/about/advisors/>

**GuideStar Charity Check**

Friends of Florida History, Inc.  
EIN: 59-3753544

- Contributions tax deductible as of June 2023
- IRS BMF 509(a)(1) as of June 12, 2023

[View summary](#)

[Charity Check report](#)

Summary Programs + Results Financials Operations

# CANDID. GUIDESTAR.

https://www.guidestar.org/profile/59-3753544

Summary Programs + Results Financials Operations

## Mission

The mission of Friends of Florida History, Inc. (FFH), a 501(c)(3) nonprofit organization, is to enhance and perpetuate, through prudent stewardship and non-state financial support, the archaeology, historic sites, museums, historic preservation sites and programs of the Florida Division of Historical Resources (including, but not limited to, Mission San Luis, The Grove Museum, Florida Main Street, Archaeological Research Fund, Historic Preservation Fund, Florida Historic Golf Trail, and Miami Circle) for the people of Florida and its visitors. The vision of Friends of Florida History, Inc. (FFH) is to enrich the preservation of Florida's historical resources.

**Ruling year** ⓘ  
2002

**Chairman, Friends of Florida History, Inc.**  
Mr. Lester Abberger

**Main address**  
R.A. Gray Building 500 SOUTH BRONOUGH STREET MS-8 TALLAHASSEE, FL 32399-0250 USA  
[Show more contact info](#)

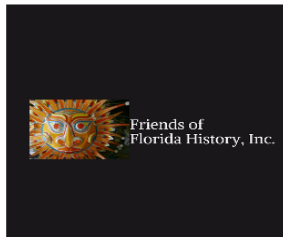
**Formerly known as**  
Friends of Mission San Luis

**EIN**  
59-3753544

**Subject area** ⓘ  
Cultural awareness  
Ethnic museums  
History museums  
History  
Historical activities  
[Show more subject areas](#)

**Population served** ⓘ  
Children and youth  
Adults  
Families  
Ethnic and racial groups  
Students

**NTEE code** ⓘ  
Museum & Museum Activities (A50)  
History Museums (A54)  
Historical Societies & Historic Preservation (A82)



**IRS subsection**  
501(c)(3) Public Charity

**IRS filing requirement**  
This organization is required to file an IRS Form 990 or 990-EZ.

**Tax forms**  
[Show Forms 990](#)

**Communication**  
[f](#) [t](#) [@](#)

**Affiliations**

# CANDID. GUIDESTAR.

https://blog.candid.org/.../candid-seal-of-transparency-holders-can-now-enable-apple-pay-to-accept-donations/

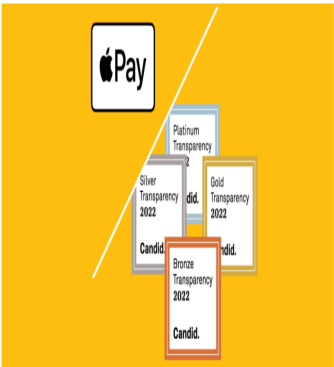
**Candid.** Candid at a glance

See the world. Make it better. Things you can do About us

Blog home > Tips & Training > Candid Seal of Transparency hold... Search Blog

## Candid Seal of Transparency holders can now enable Apple Pay to accept donations

By Ally Ray (she/her) | October 24, 2022



https://www.guidestar.org/PUT/ConfirmAndSubmit/7956904

Friends of Florida History, Inc. **Gold**

Step 1: Update Step 2: Publish Step 3: Benefits

### Confirm and Publish

Review the terms and options below, and then click to publish. You're almost there!

#### Program Terms

- I certify that the information is accurate and up to date
- I represent this organization and can make changes on its Candid nonprofit profile on GuideStar
- I accept the [Terms of Use](#).

#### Donation Permissions

Do you want to receive donations through Candid's partners? Our partners include Facebook, Network for Good, Salesforce, and [over 200 others](#).

Allow donors to give to your organization through Candid's partners

Giving your permission is a critical first step to receiving donations. You still need to work with individual platforms of your choice to fundraise on their websites.

SEAL OF TRANSPARENCY	
BRONZE	+
SILVER	+
GOLD	+
PLATINUM	+

DEMOGRAPHICS	+
BOARD PRACTICES	
EQUITY STRATEGIES	
HOW WE LISTEN	
ADDITIONAL INFO & DOCS	+

## Update Nonprofit Profile

Friends of Florida History, Inc. **Gold**

Step 1: Update Step 2: Publish Step 3: Benefits

### You have earned the **Gold** Seal of Transparency

Congratulations and thank you for your commitment to transparency!

Because you have a Gold Seal of Transparency, you can:

- [Receive donations via Apple Pay](#) **NEW**
- **NEW!** [Find funders for free using Foundation Directory Essential](#)
- [Share your accomplishments on social media and publications](#)
- [Share your Seal on your website](#)
- [Share your full profile \(showing your published changes in < 15min\)](#)
- [Find training opportunities](#)
- [Monitor your organization's status \(in case of IRS mistakes\)](#)

Continue on to update your profile to the Platinum level so donors can learn more about your goals and strategies.

SEAL OF TRANSPARENCY	
BRONZE	+
SILVER	+
GOLD	+
PLATINUM	+

DEMOGRAPHICS	+
BOARD PRACTICES	
EQUITY STRATEGIES	
HOW WE LISTEN	
ADDITIONAL INFO & DOCS	+




# CANDID. GUIDESTAR. FDO ESSENTIAL \$0

→ ↻ <https://www.guidestar.org/PUT/Benefitsandwards/7956904>

**Step 1: Update**   **Step 2: Publish**   **Step 3: Benefits**

Get a special 100% off discount code for small nonprofits to Foundation Directory Essential, a resource that helps you win more grants. Renew your Gold or Platinum Seal each year to keep your free access. [Offer details.](#)



[Learn about Foundation Directory Essential](#)

[Get code](#)

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**Share your accomplishments on social media and publications**

Share your achievement with your audiences! Access your toolkit to get image files to your Seal of Transparency and sample social media.

[Get your Seal images](#)

[https://shop.candid.org/ccrz\\_CheckoutNew?cartID=5c56ab04-6bba-4f12-add8-f7b261a84a10&portalUser=&store=&ccid=en\\_US](https://shop.candid.org/ccrz_CheckoutNew?cartID=5c56ab04-6bba-4f12-add8-f7b261a84a10&portalUser=&store=&ccid=en_US) **Candid at a glance**

## Candid.

My account   Logout Carol Bryant-Martin

User information > **Order review** > Payment > Order complete

---

User information	Address
Carol Bryant-Martin 8502456449 carol.bryant-martin@dos.myflorida.com <a href="#">Edit</a>	Friends of Florida History 500 S Bronough Street MS8 Tallahassee, FL 32399 United States <a href="#">Edit</a>

---

**Order info**

---

FDO Essential	Price: \$449.00
Essential Plan, Annual, 1 user	SKU: 5095

---

Credit applied: 2023 Go for the Gold Promotion	\$-449.00
	Subtotal: \$0.00
	<b>Total: \$0.00</b>

# CANDID. GUIDESTAR. FDO ESSENTIAL \$0

The screenshot displays the Candid Foundation Directory website. At the top, the URL is <https://fconline.foundationcenter.org/fdo-search/member-index/>. The main header includes the logo "Candid. Foundation Directory" and navigation links for "Help", "Chat", and a user profile icon. Below the header, there are links for "Essential", "Find funding", "My FDO", and "Resources".

The central banner features the text: "Win more grants and make a bigger difference. Find the right funders now." Below this is a search bar with the text "Examples: Ballet school in New York City; Animal shelter in Portland, ME; Food pantry in Dallas" and a "SEARCH" button. To the right of the search bar is a link for "Advanced Search & Filters". Below the search bar are two options: "Search by Organization" and "Search by Person".

Below the search bar, there is a section titled "Did you know you can track your Prospects, Grant Proposals and Associated Contacts and Tasks in My FDO?". This section is divided into three columns:

- 1. ADD A PROSPECT**: A row of icons including "TOOLS", a document icon, an envelope icon, a purple target icon (highlighted with a hand cursor), a star icon, a bell icon, and a hand icon.
- 2. CREATE A GRANT PROPOSAL**: A blue button with a plus icon and the text "ADD NEW GRANT PROPOSAL" (highlighted with a hand cursor).
- 3. MANAGE YOUR TASKS**: A table with two columns: "Task" and "Status". The table contains one row: "Reach out to my contact" under "Task" and "Complete" under "Status" (highlighted with a hand cursor).

At the bottom right of the page, there is a link: "OPEN MY FDO DASHBOARD".

# SEND LETTER OF INQUIRY (LOI) TO FOUNDATIONS

- **GOAL:** Write a LOI prior to sending proposals
- **TAILOR:** Align your project to Foundation's mission
- **EXPLAIN:** Provide details about your project
- **NOTE:** *A query letter is not a final proposal*
- **Background:** NPO mission, history, supporters
- **Summary:** How project aligns with funding source
- **Include:** Requested \$\$ & Proposed Use of Funds
- **Describe:** expected outcomes and impacts



# SOCIETY FOR NONPROFITS

## HTTPS://WWW.SNPO.ORG/ JOIN FOR \$129 A YEAR AND RECEIVE GRANT STATION ACCESS VALUED AT \$699 FOR FREE

https://www.snpo.org/index.php



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### Join Your Nonprofit Colleagues

Join thousands of other nonprofit leaders and managers who are committed to a successful nonprofit sector...[read more](#)

- Join Your Nonprofit Colleagues
- Access Over 30 Years of Knowledge
- Find the Perfect Grant Opportunity
- Learn Online & Earn a Certificate/CEUs

### Nonprofit World Magazine

In our recent *Apr/May/June 2023* issue of *Nonprofit World*:

- ▶ [Mental Health Challenges in Nonprofits...](#)  
Be sure you're paying attention to this threat.
- ▶ [What You Need to Know about Your Finan...](#)  
Safeguard your fiscal future with these guideposts.
- ▶ [Secrets to High-Impact Leadership](#)  
Use these leadership keys to turn problems into innovations.



[Apr/May/June 2023 Issue](#)

### Funding Alert: Grant Opportunities

From the Jul 2023 issue of Funding Alert:

- ▶ [Morris And Gwendolyn Cafritz Foundation](#)  
Focus Area: Regional  
Average Grant: \$15,000 to \$75,000
- ▶ [Walmart Foundation](#)  
Focus Area: General  
Average Grant: \$250 to \$5,000
- ▶ [National League For Nursing](#)  
Focus Area: Education  
Average Grant: \$30,000

[Jul 2023 Issue](#)

https://www.snpo.org/grantstation/index.php



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[Home](#) > [Membership](#) > GrantStation Access

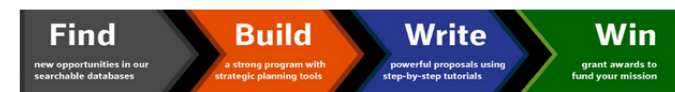
### GrantStation Access

Do you struggle to identify new funding sources? GrantStation does the research for you.

Does the lack of time limit your ability to submit grant requests? GrantStation has tutorials on creating time and making space for developing grant proposals.

Do you have a grants strategy? GrantStation offers a three-pronged approach to help you develop an overall strategy for adopting a powerful grantseeking program, plus a personal dashboard to keep the information organized.

Life is complicated enough. Keep the grantseeking process easy and accurate with full access to GrantStation - **included with Society membership** at no additional cost.



GrantStation provides tools to find new grant sources, build a strong grantseeking program, and write winning successful proposals to fund your organization's mission! Search through thousands of carefully researched profiles of private, government, and international funding opportunities, in addition to using a variety of grants research, writing, and management tools and resources to enhance your grant writing and development strategies.

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- [Personnel & Volunteers](#)
- [Computers & Technology](#)

[Fundraising Guide](#)

"Help us raise money!" That's the plea we at the Society for Nonprofits hear most often...  
[Read More](#)

[Grant Newsletter](#)

- [July 2023](#)
- [Learn More](#)

## PROSPECTING FOUNDATIONS

- Numerous private family foundations do not have websites
- Use GuideStar or the IRS websites to run searches for 990-PF filings to track down foundation board lists and grant history
- Watch for family foundations sponsoring local galas, annual reports, donor walls
- Run keyword searches on LinkedIn
- Ask your local Community Foundation for help

# CRM – STANDARD OPTION IS FREE [HTTPS://DONORBOX.ORG/](https://donorbox.org/)

The screenshot shows the Donorbox pricing page. At the top, there is a navigation bar with the Donorbox logo and links for Platform, Use Cases, Pricing, Learn, Contact, Login, and a red 'Org Signup' button. A blue banner above the navigation bar promotes a 30-minute live demo. The main content area is divided into three columns representing different pricing tiers: Standard, Pro, and Premium. The Standard tier is highlighted as 'Donorbox recommends' and is priced at USD \$0/mo. The Pro tier is priced at USD \$139/mo. The Premium tier is priced at USD \$139/mo and includes a 'Custom' option. Each tier lists its features and platform fees. The Standard tier has a 1.75% platform fee and includes features like Donation Forms, Donation Pages, QuickDonate™, Peer-to-Peer: Org, and Donorbox Live™. The Pro tier has a 1.5% flat rate platform fee and includes features like Zapier & API, Tracking & Analytics, Receipt Rebranding, and Crypto and Stock\*. The Premium tier has a 1.5% flat rate platform fee and includes features like Account Manager, Guided Onboarding, Premium Suite of Integrations, Priority Tech Support, Fundraising Coach, and Custom Domain. A note at the bottom of the Premium tier indicates a '+ Payment processing fee'.

<https://donorbox.org/pricing>

Join a 30min Live Demo to see how Donorbox can help you reach your fundraising goals! [Save your seat](#)

donorbox Platform Use Cases Pricing Learn Contact Login [Org Signup](#)

**Standard**

Raise more funds from more avenues with an extensive suite of fundraising tools built to boost donations.

USD \$ **0** /mo

**1.75% Platform Fee**

- ✓ [Donation Forms](#)
- ✓ [Donation Pages](#)
- ✓ [QuickDonate™](#)
- ✓ [Peer-to-Peer: Org](#)
- ✓ [Donorbox Live™](#)

**2.95% Platform Fee**

- ✓ [Events](#)
- ✓ [Memberships](#)
- ✓ [Peer-to-Peer: Supporters](#)

**Pro**

Connect Donorbox to your favorite apps, lower your costs with a reduced 1.5% flat fee, and more.

USD \$ **139** /mo

**Everything in Standard, plus:**

- ✓ [1.5% Flat Rate Platform Fee](#)
- ✓ [Zapier & API](#)
- ✓ [Tracking & Analytics](#)
- ✓ [Receipt Rebranding](#)
- ✓ [Crypto and Stock\\*](#)

**Premium**

Reach expert efficiency with highly personalized support and our most advanced software; designed to extend your team.

**Custom**


**Everything in Pro, plus choose from:**

- ✓ [1.5% Flat Rate Platform Fee](#)
- ✓ [Account Manager](#)
- ✓ [Guided Onboarding](#)
- ✓ [Premium Suite of Integrations](#)
- ✓ [Priority Tech Support](#)
- ✓ [Fundraising Coach](#)
- ✓ [Custom Domain](#)

+ Payment processing fee

# CRM – STANDARD OPTION IS FREE [HTTPS://WWW.ZEFFY.COM/HOME/ABOUT-US](https://www.zeffy.com/home/about-us)

<https://www.zeffy.com/home/about-us>

**zeffy** 

100% free   Solutions ▾   Resources ▾   [Login](#)   [Sign up for free](#)   FR

About us

Nonprofits are changing the world.  
We're breaking the mold to help  
them.



# PROSPECTING INDIVIDUALS SUBSCRIPTION BASED \$ HTTPS://WWW.DONORSEARCH.NET



The screenshot shows the homepage of DonorSearch. The browser address bar displays "https://dsgiving.com". The website header includes the DonorSearch logo on the left and navigation links for "SEARCH", "SOLUTIONS", "ABOUT", "CONTACT", and a "LEARN MORE" button on the right. The main content area features a teal background with a pattern of icons representing a globe, hearts, dollar signs, and hands. The text reads "WELCOME TO **DSGIVING!**" followed by "A FREE DonorSearch Prospect Research Tool". A yellow "GET STARTED" button is positioned below the text. At the bottom of the page, a white banner contains the text "FIND YOUR PROSPECT".

https://dsgiving.com

DONORSEARCH

SEARCH SOLUTIONS ABOUT CONTACT LEARN MORE

WELCOME TO **DSGIVING!**  
*A FREE DonorSearch Prospect Research Tool*

GET STARTED


FIND YOUR PROSPECT

# PROSPECTING INDIVIDUALS SUBSCRIPTION BASED \$ [HTTPS://WEALTHENGINE.COM/](https://wealthengine.com/)

<https://wealthengine.com>

**We**  
WEALTHENGINE™  
An Altrata company

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## The Wealth Engine advantage

Unique wealth insights to find your next best prospect

# WHAT IS A NONPROFIT CASE STATEMENT?

- States the problem your NPO solves
- Explains why your NPO is different
- Shares stories of your NPO beneficiaries & impact
- Gives details on how donations are used
- Details reasons why others should support your cause

# HOW TO WRITE A NONPROFIT CASE STATEMENT

- Begin with your mission, vision, core values, images and tagline
- Include a letter from the Executive Director and Board Chair
- Summarize your NPO history
- Explain the work your NPO does and impact
- Include visual vectors for your goals
- Highlight the ways to give to your NPO



# CLOSING QUOTE



Someone is sitting in the shade  
today because someone planted a  
tree a long time ago.

— *Warren Buffett* —

AZ QUOTES



THANK YOU AND STAY IN TOUCH!

Carol Bryant-Martin | [carol.bryant-martin@dos.myflorida.com](mailto:carol.bryant-martin@dos.myflorida.com) |  
850-245-6449