



writing for *green*

**Communicating with Foundations**

# Today's Objectives

**By the end of the session, participants will**

- **Understand the application processes of various types of foundations**
- **Know when you should or should not reach out to foundation staff**
- **Understand how to reach out to foundation staff**
- **Learn strategies to get sustainable funding from private foundations**

# Today's Agenda



Group Brainstorm: Gearing up for Foundation Fundraising



Discussing Communications Do's and Dont's

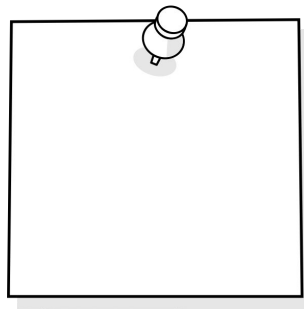
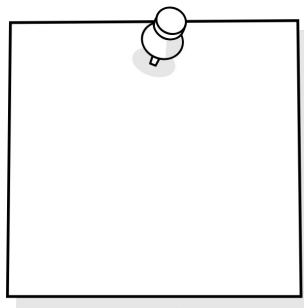
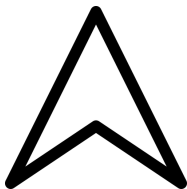


Role Playing Exercise: Talking to Foundation Representatives

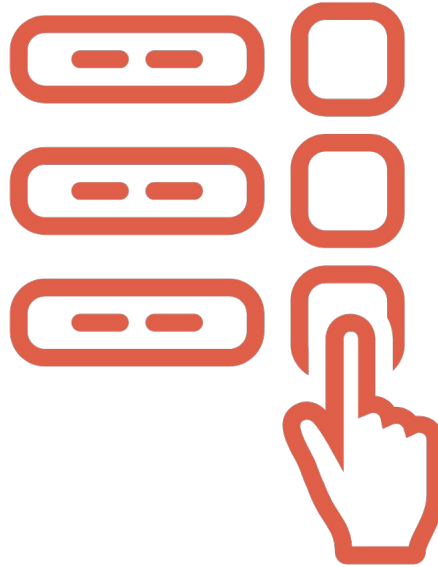
# Gearing Up For Foundation Fundraising

Share your thoughts on foundation fundraising by adding post-its to our Jamboard!

[Access Our Jamboard](#)



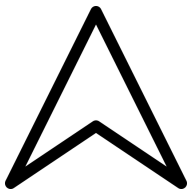
# Zoom Poll: True or False?



# Communication Do's and Dont's

Now that we have gone through a few communications scenarios, let's review our *S9A Handout 2 - Do's and Don'ts of Communicating w Fdtns*.

[Access Do's and Dont's Handout](#)



# Role Playing Exercise

Talking to a foundation representative is your chance to make a great impression, determine if your organization is a good fit, and see which project/s they would be most interested in.

Here are some tips to keep in mind:

- NEVER read off of a paper, an outline is OK
- Make it clear you understand their goals
- Be concise and discuss your impact
- Highlight your organization's alignment
- Learn what to prioritize in your proposal

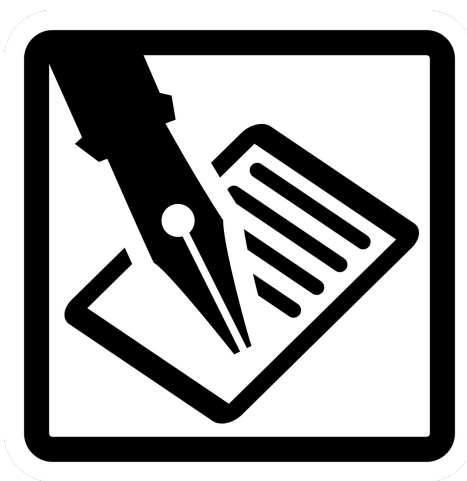
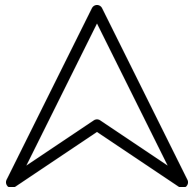


# What to Expect Next!

**Session Assignment:** Optional - Draft an LOI to prepare for the upcoming session.

Thank you for joining us today! Before moving onto the next session, let us know what you enjoyed about today and what we can improve for the future.

Exit Ticket





# Session Handouts:

- [Do's and Don'ts of Communicating w Fdtns](#)
- [Tips & Tricks for Foundation Fundraising](#)

