

What words come to mind when you think of foundation fundraising?

Out of touch

Power Imbalance

Relationship!

Relationship building

Benefit from building personal relationships but how do you break through the barriers?

Longterm Investments

General Operating Support!

Focus on Organizational capacity

don't know where to start

Lack of shared priorities.

opaque process to get in contact with staff members

Fickle

uncertainty

Less \$

competitive

nervewrecking

demoralizing

Intense applications