

**“Everyone needs a coach.”**

*Eric Schmidt, CEO, Google*

**“Gregg is one of the top fundraising coaches in America.”**

*Johnny Meyers, Atlanta LEAD Institute, Atlanta, GA*

**“Gregg has the ability to meet any ministry at its current fundraising level and to raise it to new heights. It is obvious that the Lord’s hand is upon him and has gifted him in this area.”**

*John Heerema, Big Life Naples, FL*

**“Gregg makes fundraising fun!”**

*Larry Green, Cloud Walk Alpharetta, GA*

**Coaching:** Our passion is to equip non-profit leaders to fully fund their mission for maximum community impact. We utilize a time tested 4-step coaching model that consistently delivers results to help you achieve your funding, organizational, personal and professional goals faster.

**Consulting:** We begin by understanding and clarifying the unique needs of your organization and developing solution options to accelerate achieving your funding goals. Once the roadmap is created, we partner with you through the execution phase to accomplish your desired results.

## Summary of Development Services

- Funding Strategic Planning
- Major Donor Development
- Board Directed Fundraising
- Annual Campaign Development and Execution
- Leadership Development for Enhanced Performance

### Fundraising Tools

- Presentation Development
- Monetizing Your Mission
- Gift Charts and Custom Presentations
- Equipping Board Members to Fundraise
- Mastering “The Ask”
- Online / Mobile Giving
- Executive Summary Presentation
- 12 Stages of Effective Fundraising
- Event Design and Customization

### Tracking and Analysis

- Budget Review and Analysis
- Charitable Giving Analysis
- Determine “Cost Per Person Served”
- Donor Management Software Selection
- Outcomes Based Evaluations (OBE)

### Funding Strategies and Planning

- Capacity Building
- Creation and Execution of 3-Year Funding Plan
- Develop Diversified Funding Sources
- Creative Campaign Development
- Segmentation Strategies to Leverage Resources
- Long-Term Sustainability Planning
- Prioritized Action Plans
- Feasibility Studies for New Campaigns
- Hiring the Right Development Officer

### Donor / Prospect Relationship Building

- Cultivating Relationships & Referrals
- Donor Care Strategy Development
- Donor Retention Plan Development
- Generational Differences in Fundraising
- Identify & Research Prospective Donors

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### Free Resources

Receive our free Fundraising Accelerator eZine:  
<http://sn.im/btfezine>

To receive a Free Fundraising Coaching Session:  
<http://sn.im/btccoachingsession>



### Fundraising Training & Workshop Topics Include:

- “Asking Made Easy” – How to Make Fundraising Natural and Fun
- “Thriving in Tough Times” - How to Raise More, When it Matters Most
- “Never Run Out of People to Ask” - Building a Network of People to Fundraise Faster
- “Generational Differences in Fundraising” - Keys to Raising More by Understanding Them Better
- “Practical Steps to Being a Fully Funded Missionary” - Designed For Church Missions Conferences