Slide 1 — Power in Collaboration

Power in Collaboration:
Building Strong Partnerships
to Fuel Fundraising

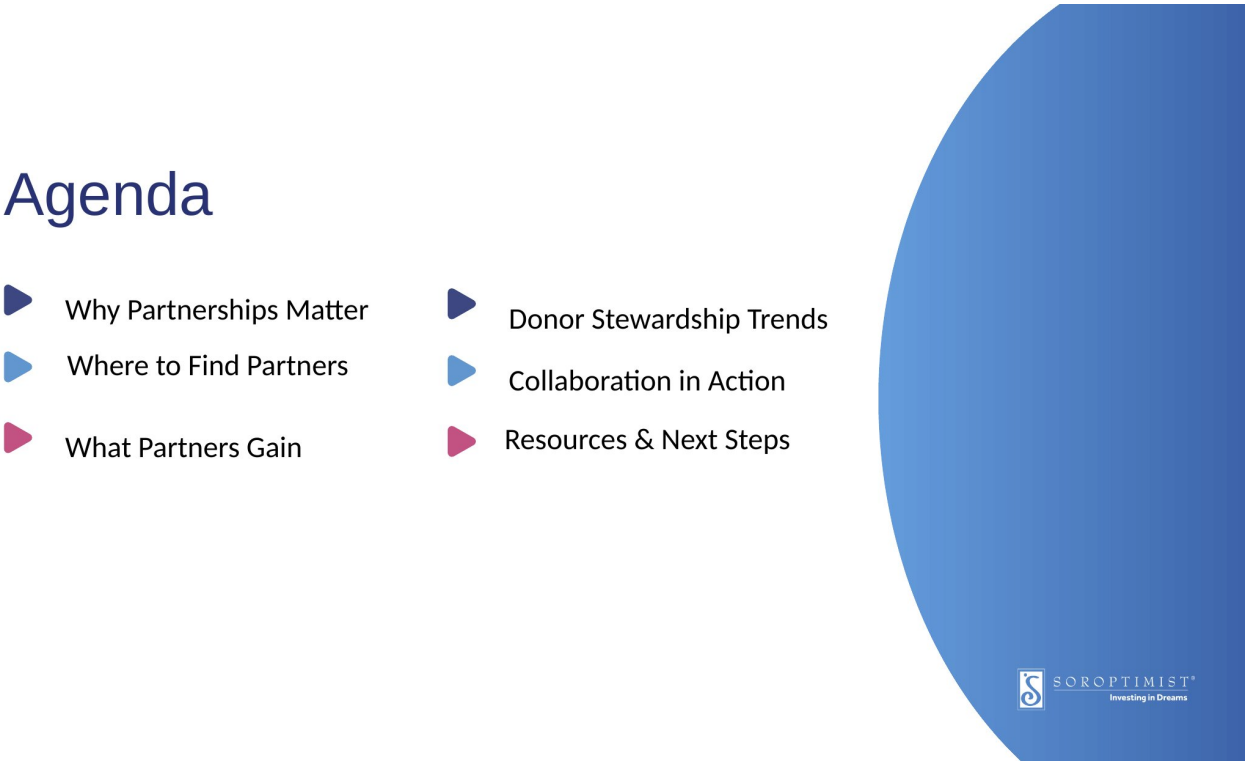
Founder Region Fall District Meeting

TESS ALBIN-SMITH, FOUNDER REGION FUNDRAISING CHAIR

Speaker notes

Welcome, everyone — thank you for everything your clubs already do to raise funds for women and girls in your communities. Today's focus: how partnerships with businesses, organizations and donors can multiply what any one club can do alone. This isn't another task for your list — it's a way to see the partners you already have and find the words to start that conversation.

Slide 2 — Agenda



Speaker notes

Here's where we're headed: why partnerships matter, where to find them, what partners gain, and how to make the ask. We'll pause for a short discussion, then cover donor stewardship trends and collaboration in action, and close with one action to take home plus resources.

Slide 3 — Why Partnerships Matter



Speaker notes

Four reasons this matters. Awareness: most of your community has never heard of Soroptimist International of the Americas, and every partner introduces you to a new audience. Reach: since 1972 we've disbursed over $49 million to more than 47,000 women through the Live Your Dream Awards®, and Dream It, Be It® has reached over 162,000 girls since 2015 — partnerships move us toward our Big Goal of 500,000 women and girls by 2031. New members: people a partner invites are often the people who join. New donors: every partner brings a network your club hasn't reached yet.

Slide 4 — Where to Find Partners

Where to Find Partners



- Local businesses and employers
- Community based organizations
- Civic clubs and faith communities
- Individual donors and networks

Speaker notes

Good news: you already know these partners — you just haven't framed them that way. Local businesses like your hairdresser or dentist are easy yeses. Community organizations — the library, the YWCA — already serve women and girls, making them natural allies. Civic clubs and faith communities bring meeting space, volunteers, and their own networks. And your current donors know other people worth asking. Start small — a gift certificate, a basket for an opportunity drawing – then invite partners closer, to an event or a meeting, so the relationship can grow. Try this: have every member name one person or business they see regularly. That list is your partnership pipeline.

Slide 5 — What Partners Gain

What Partners Gain

Strong partnerships give both sides something. Before your club asks, be ready to name what you offer in return:

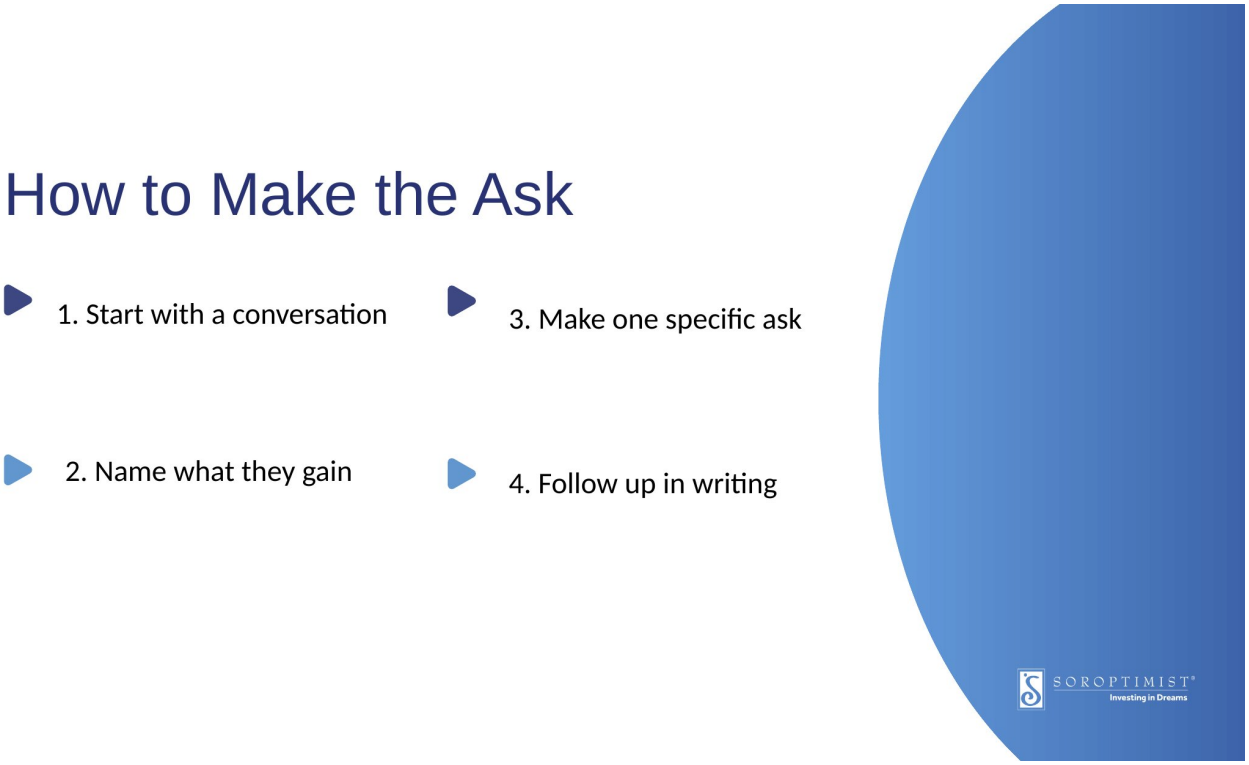
- Visibility in the community
- Employee engagement
- A 100-year mission to stand behind
- Access to new networks



Speaker notes

This is what clubs often forget to offer. Visibility with engaged local people. Employee engagement, like a ready-made Dream It, Be It® volunteer opportunity. A century of mission credibility. And access to new networks — the relationship runs both ways. Know what you're offering before you make the ask; it changes the whole conversation.

Slide 6 — How to Make the Ask



Speaker notes

Four steps to the ask. Start with a conversation, not a pitch — listen for overlap in what matters to them. Name what they gain, specifically. Make one clear ask — one amount or item, with a date. Follow up in writing, then thank them with results afterward. That last step is what turns a gift into a partnership.

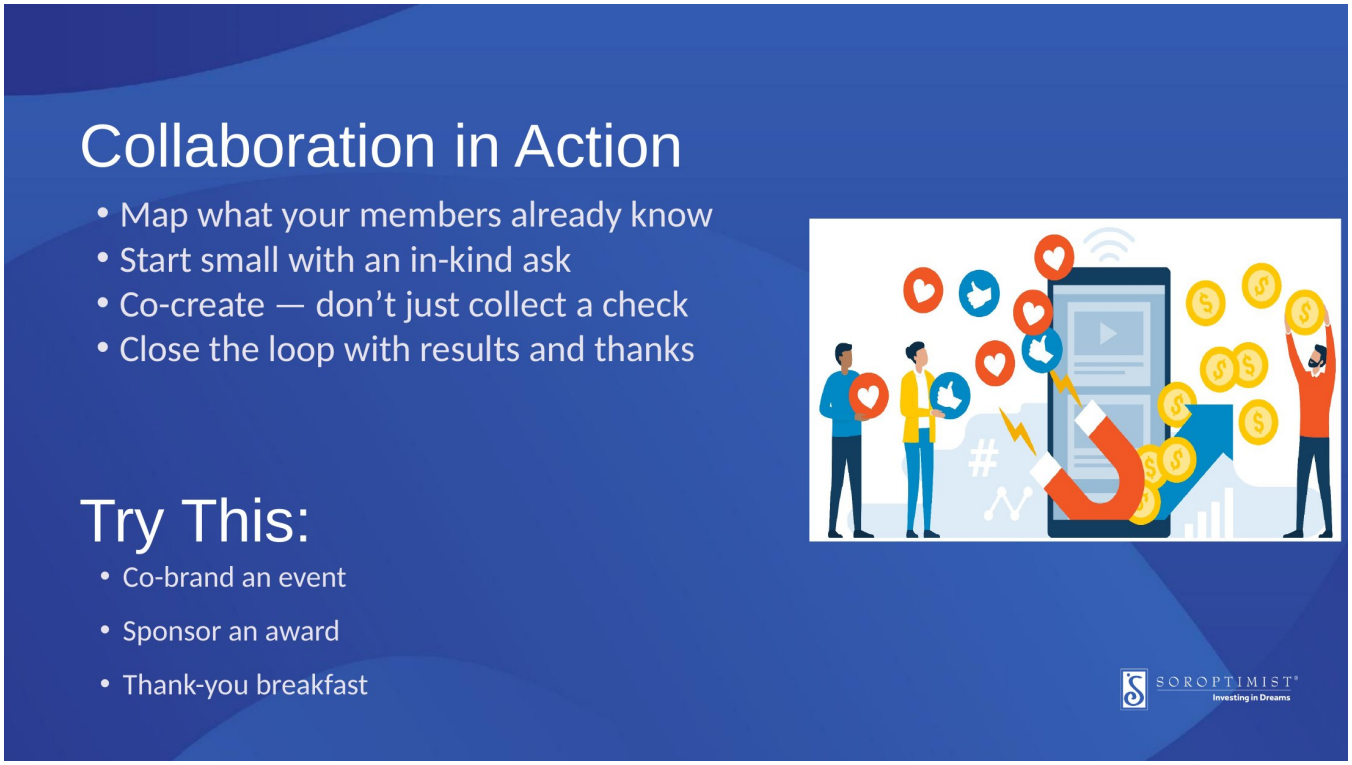
Slide 8 — Donor Stewardship Trends



Speaker notes

Four trends worth knowing. Retention beats acquisition — a fast thank-you matters more than a polished annual appeal. Make giving easy — a QR code or card reader turns willingness into a completed gift in seconds. Impact stories beat statistics — one specific story about one Live Your Dream Awards recipient lands harder than a page of numbers. Younger donors give smaller amounts, more often, digitally, and respond to the cause more than the institution.

Slide 9 — Collaboration in Action



Speaker notes

Four techniques. Map what your members already know as a club exercise — you'll uncover connections no one realized existed. Start small with an in-kind ask like a venue or raffle item. Co-create instead of just collecting a check; people stay invested in what they help build. Close the loop with results and public thanks — that's what turns a one-time sponsor into a repeat one. Try this year: co-brand an event, sponsor an award, or host a thank-you breakfast.

Slide 10 — Your Next 30 Days

Your Next 30 Days

Ask every member to name one business, organization or donor they already know.

That list is your partnership pipeline. Start there.

Speaker notes

One takeaway: at your next meeting, have every member name one business, organization or donor they already know. Write the names down — that's your partnership pipeline, and it already exists. Pick one name and start one conversation this month, not an ask. Every partnership moves us closer to our Big Goal of 500,000 women and girls by 2031.

Slide 11 — Resources



Speaker notes

You're not doing this alone. Scan the QR code to schedule a 30-minute call with SIA Fund Development — they can help think through a partnership, review an ask, or troubleshoot an event. And come to me as your region fundraising chair; I'm here to help. Thank you for everything you do for our mission.