

Good to Great

Virtues of Development



2019 Petrus Leadership Conference
June 23-26 | Oklahoma City, OK

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Virtues of Development

- Humility
- Charity
- Temperance
- Fortitude



Development Process (Seven I's)



Reasons Why Someone Doesn't Make a Gift

- Wrong organization
- Wrong project
- Wrong person
- Wrong amount
- Wrong timing



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- Humility
- Charity
- Temperance
- Fortitude
- Patience
- Perseverance
- Faith
- Wisdom



Golden Questions

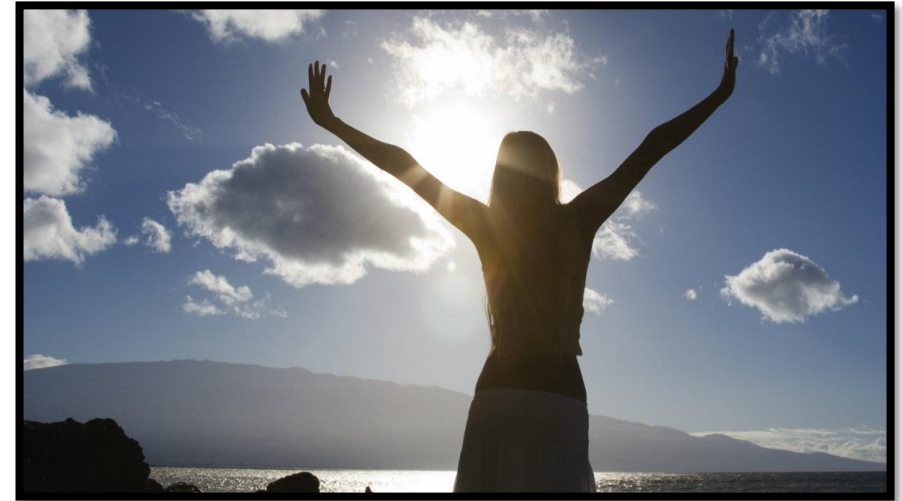


- How did you first get introduced to us?
- What do you know about our apostolate?
- Who do you and your spouse like to support? Why?
- Who would you consider your top philanthropic priorities? Why?
- Would you ever consider us as one of your top philanthropic priorities?
- What would it take for us to demonstrate to you over time about our work that you would consider us as one of your top philanthropic priorities?
- How much do you try to give away on an annual basis?



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- Humility
- Charity
- Temperance
- Fortitude
- Patience
- Perseverance
- Faith
- Wisdom
- Personal Excellence
- Joyful Sacrifice



QUESTIONS?

John Flynn

FOCUS, Vice President of Philanthropy

785.423.1303

john.flynn@focus.org



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