

RBSO

Services

FUND RAISING COUNSEL & STRATEGY

Fund raising of a significant magnitude can be a daunting task for all concerned – staff, the Board and other volunteer leaders. Our integrated approach to planning, counsel and strategy pave the way for a successful campaign. As part of your team, we will advise you, coach you, and cheer you on each step of the way.

- Campaign feasibility and planning studies
- Planning, organizing and collaborating on capital campaigns for new and renovated facilities, special programs and services, equipment, endowment and other capital needs.
- Campaign counsel
- Strategic planning
- Financial planning
- Major donor research
- Development audits
- Annual fund expansion
- Foundation/corporate grants development and management
- Campaign communications, branding and message development

BOARD TRAINING

Whether you're engaged in a campaign or simply want to help your Board hone their skills, we will motivate, encourage, support and inspire your leaders to get to the next level of service. We coach you on how to implement best-practice concepts in fund raising. The result? Your entire team will be strengthened and empowered.

- Develop board "job descriptions"
- Board retreats
- Board development
- Board recruitment
- Executive coaching
- In-house staff training on identified areas of weakness

PROSPECT RESEARCH

Crucial to making a successful ask is knowing much more than a potential donor's capacity. It's also important to know their "hot buttons" – the things that motivate them to give. Our research is much more than the traditional data mining, and can make the difference between a \$5,000 gift and one that could be transformational.

- Data base analysis
- Software consultation
- In-depth research profiles
- Cultivation groundwork and solicitation strategies

TRAINING/SPEAKERS BUREAU

We have presented in the areas of trends in major giving, the how-to's of a capital campaign, the nuances of an endowment campaign, "Fundraising 101" and campaign communications.

- Seminars
- Webinars
- Keynote addresses
- Professional development opportunities

EXECUTIVE SEARCH

A value-add service for our existing clients.

- Development officers
- Executive directors
- Campaign directors

THE ROBERT B. SHARP COMPANY OF COLORADO, INC.
1490 Lafayette Street
Suite 204
Denver, Colorado 80218

T – 303.832.7272 • F – 303.860.0298 • www.rbsco.com

...serving **THOSE** who
SERVE others through
PHILANTHROPY.