



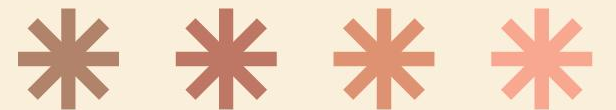
**Support Raising
Leaders Conference
2026**

Coaching Fully-Funded Staff to Stay Fully-Funded

Sarah Strickland
Fundraising Coaching Director
Youth Dynamics



The habits we start
with are the habits
we stay with!



Coaching Fully-Funded Staff to Stay Fully-Funded

Transition

Transitioning staff from initial fundraising to maintaining and growing their support team while in their ministry position



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Time

Building the habit of regularly spending time working on support



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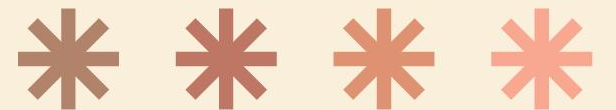
Training

Teaching ongoing communication, fundraising, and admin tasks



Which of these are you most excited to learn about?

Transition – Time – Training



Transition

- Pass them off well to their ministry supervisor

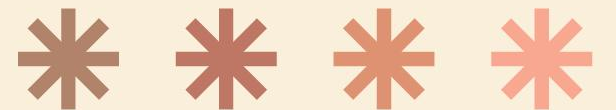


Transition

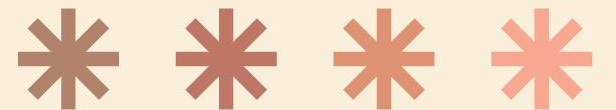
- Pass them off well to their ministry supervisor
- Continue to meet at regular intervals



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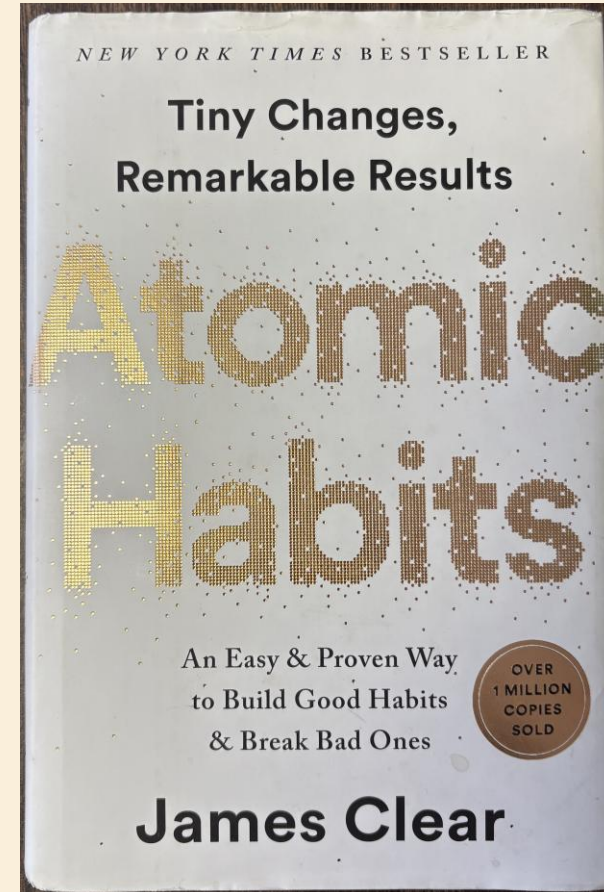
What is one thing you
are going to do to help
your staff transition to
their ministry position?



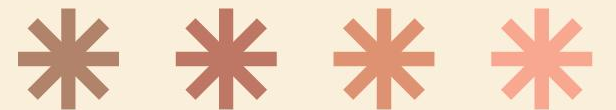
Time

“You do not rise to the level of your goals. You fall to the level of your systems.”

James Clear
Atomic Habits
Page 27



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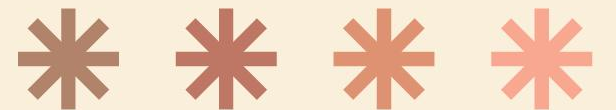


Time

- Scheduling Support Time



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Time

- Scheduling Support Time
- Consider different scheduling options



Time

- Scheduling Support Time
- Consider different scheduling options
- Scheduling Tips

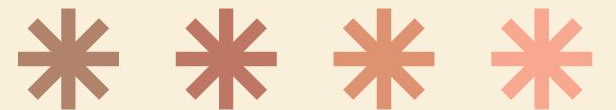


Time

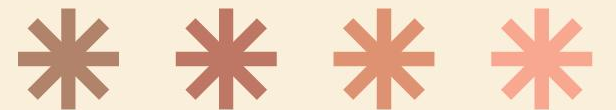
- Scheduling Support Time
- Consider different scheduling options
- Scheduling Tips
- Support Trip



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What have you found
to be the most helpful
in coaching your staff
to spend time on
support?



Training

Training new staff to use their support time for:

- Communication
- Raising Funds
- Admin Tasks

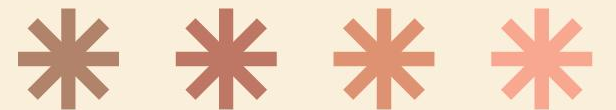


Training – Communication

- Mass Communication



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Training – Communication

- Mass Communication
 - E-Newsletters



Training – Communication

- Mass Communication
 - E-Newsletters
 - Paper Newsletters

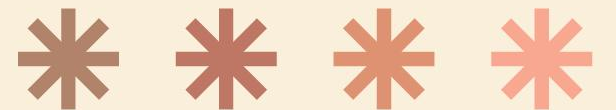


Training – Communication

- Mass Communication
 - E-Newsletters
 - Paper Newsletters
- Personal Communication
 - Thank you notes



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Training – Communication

- **Mass Communication**
 - E-Newsletters
 - Paper Newsletters
- **Personal Communication**
 - Thank you notes
 - Prayer cards
 - Postcards/Cards
 - Gifts

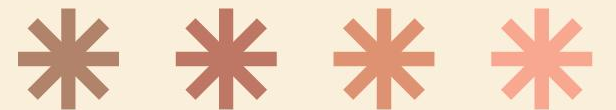


Training – Communication

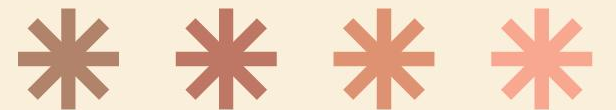
- Mass Communication
 - E-Newsletters
 - Paper Newsletters
- Personal Communication
 - Thank you notes
 - Prayer cards
 - Postcards/Cards
 - Gifts
- Prayer



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What is your
favorite way to
communicate with
your donors?



Training – Raising Funds

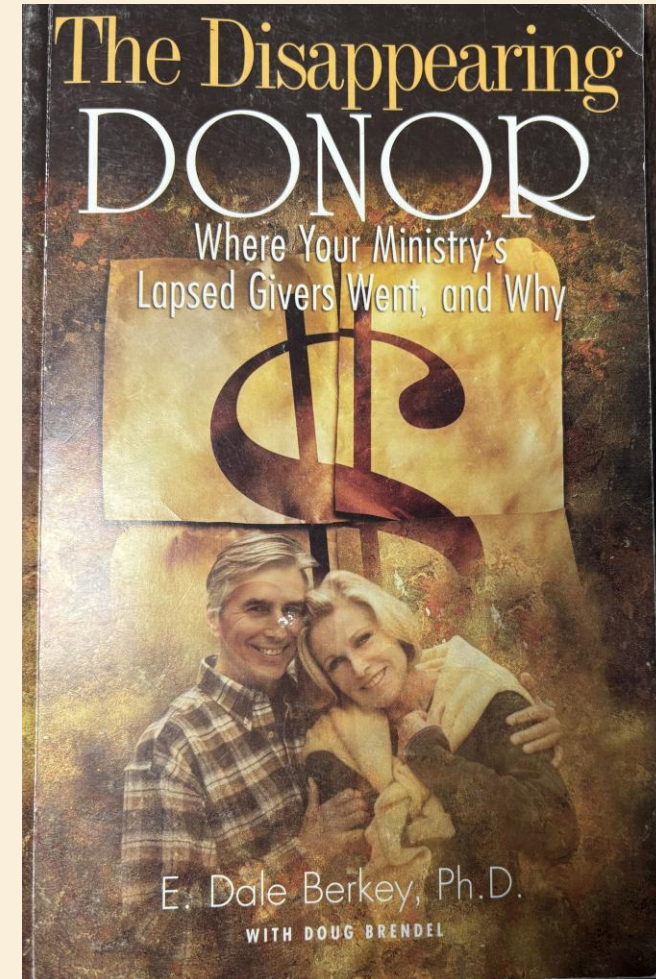
- Annual Donors



Training – Raising Funds

- Annual Donors
- Lapsed Donors

The Disappearing Donor
by E Dale Berkey, Ph.D

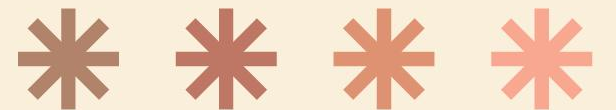


Training – Raising Funds

- Annual Donors
- Lapsed Donors
- Raising New Funds



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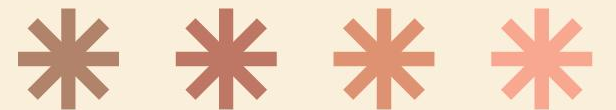


Training – Raising Funds

- Annual Donors
- Lapsed Donors
- Raising New Funds



What is your best
piece of advice for
veteran staff
raising new funds?

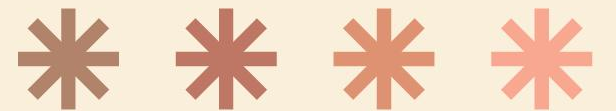


Training – Admin

Have a good system and update it regularly



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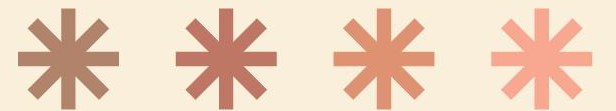


Training – Admin

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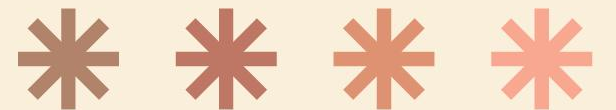


What are the three
most important
things to know
about each of your
donors?

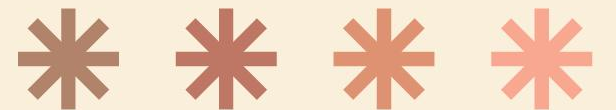


Fully-Funded Staff have a better chance of staying fully-funded when:

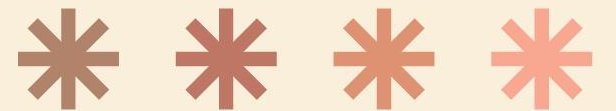
- Transitioned well to their ministry supervisor
- Time is scheduled for ongoing support work
- Training is received on Communication, Raising Funds, and Admin updates



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Questions?



We want your feedback!

1. Open SRLC app
2. Click on the “survey” button on the home screen
3. Choose “workshop” from the list of surveys
4. Select **this** workshop in the drop-down menu





Support Raising Leaders Conference 2026