



Session 5: Nonprofit Pitch Day



Through the CFT Philanthropy team's vetting, using the ELP cohort's priority focus areas and values, six nonprofits will be invited to pitch their organizations and/or programs to the group. At this session, the cohort will hear first-hand about some great nonprofits and their work in the community. After the pitches are complete, the cohort will vote for three organizations to move forward in the funding process to receive group site visits.

Pre-Session Reflections:

- What biases might you have that could affect your view of a nonprofit?
- What do you hope to learn about a nonprofit through their pitch?
- What questions would you like to ask in order to better understand how they operate?

Goals For Session Five:

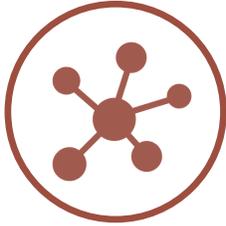
- Understand common biases that can cloud your judgement
- Hear from six nonprofits about how they are working in our community
- Narrow down the applicant pool for the final funding decision

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RECOGNIZING BIAS

Using your personal values, interests, and experience to determine where and how to give is a meaningful way to approach decision-making. However, when assessing a nonprofit, it's important to understand how the following may influence your perspective:

Nonprofit staff or volunteers in your network



Having a friend or family member that works in the nonprofit sector can provide valuable insight into how organizations operate and the challenges they face. Since each individual's perspective is unique, though, it's important to understand how their experience, good or bad, has contributed to your view of the field overall.

Differences in an organization's presentation styles and/or materials



Different organizations have varying levels of capacity and resources to create materials and promote their work. Well-designed websites, visuals, and videos are all helpful in gaining a clearer picture of an organization's work, but an absence of these doesn't mean they aren't creating impact.

Your familiarity with a specific community or issue area



Being well-informed on a given topic can be an asset when you are looking to get involved, especially when this aligns with your values and interests. However, being less familiar with an issue doesn't necessarily mean it's less relevant and vice versa. Therefore, it's helpful to recognize when additional context may be needed to make an informed decision.

Your personal volunteer and/or board involvement



In addition to further exploring your passions and interests, volunteering is a great way to gain hands-on experience and insight. Similar to a friend or family member's account, it's important to recognize how your previous involvement, good or bad, has helped shape your view.

Popularity or size of an organization



Larger organizations usually have more resources and can serve a greater number of people, however, smaller or lesser known nonprofits can still achieve significant impact. When evaluating an organization and their programs, it's helpful to keep the context of their size in mind, while also looking at their results and long-term impact.



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NONPROFIT PITCH DAY NOTES



RELEVANCE

Does the nonprofit approach align with your vision for services?



RESULTS

Does this program have a meaningful impact on the people or issues it serves?



RESOURCES

Does the nonprofit have the resources to meet the need they are trying to solve?

NONPROFIT:

NONPROFIT:

NONPROFIT:

NONPROFIT:

NONPROFIT:

NONPROFIT:

