



PAINLESS PROSPECTING

Context

A robust grant pipeline is vital to cultivating new funder partnerships, but many nonprofit organizations lack the time, staff, and paid database resources for uncovering these funding sources. Through Painless Prospecting, Black Fox Philanthropy serves as a highly-skilled, short-term extension of your staff, making it financially accessible to organizations in the trenches of fundraising that need added bandwidth to uncover new grantors through extensive funder research.



Sarah Symons, Her Future Coalition

What struck us about the funder research Black Fox Philanthropy did for us was that it was so specific — they uncovered so many new funders who are a bullseye in terms of aligned missions around vulnerable girls and education, and who have a demonstrated belief in our theory of change. So grateful to the Black Fox team for the fundraising quantum leap forward!



Objective

The objective of Painless Prospecting is to provide a robust foundation funder pipeline that is relevant and vital to cultivating new funder partnerships. Through Painless Prospecting, Black Fox Philanthropy serves as a highly-skilled, short-term extension of your staff whose sole purpose is to successfully uncover funding candidates with reasonable-to-high likelihood of funding your mission. Of those uncovered, we will identify and prioritize your “BFFs,” or Best Fit Funders and provide insights and coaching for a strategic approach to funder engagement. This engagement can help jump-start a new development hire and/or bolster your existing pipeline so you can engage highly qualified funder candidates in a meaningful way.

Deliverable: Funder Pipeline

Through data requests and conversations, Black Fox Philanthropy will work with you to gain a thorough understanding of your current funding pipeline, including funders who have funded your organization in the past, funders who have declined to fund you, and funders that are already on your radar. Excluding these funders, Black Fox Philanthropy will develop a pipeline of funder prospects, based on key characteristics you seek in new funders. Out of those uncovered, we will identify your “BFFs,” or Best Fit Funders. **The lens through which BFP will determine all funders is:**

Ability

Black Fox Philanthropy determines ability through an analysis of funder assets, capability to give at a certain level, a demonstrated track record of analogous giving at that level, and whether the potential funder is likely to continue to give at that level.

Interest

Black Fox Philanthropy assesses whether the funder has a demonstrated track record of funding in your issue area, in your stage of growth, geography, and/or in your Theory of Change.

To ensure your investment in Painless Prospecting is maximized, this engagement also includes two 30-minute meetings via phone or video conference six and twelve months after the pipeline is delivered to check in on progress, and serve as a thought partner to help move the pipeline forward.

Time and Financial Investment: One-month engagement; \$3,750

The Result: A vibrant pipeline of funder candidates to fuel your vision for a better world.

Note | Advancement Outreach is ideal for high impact/ROI for funder Capacity Building Grants (CBGs); ask a trusted funding partner about a CBG for this service.