



**Building Your Development
Machine**
July 12, 2024
Summer Institute 2024

Introduction

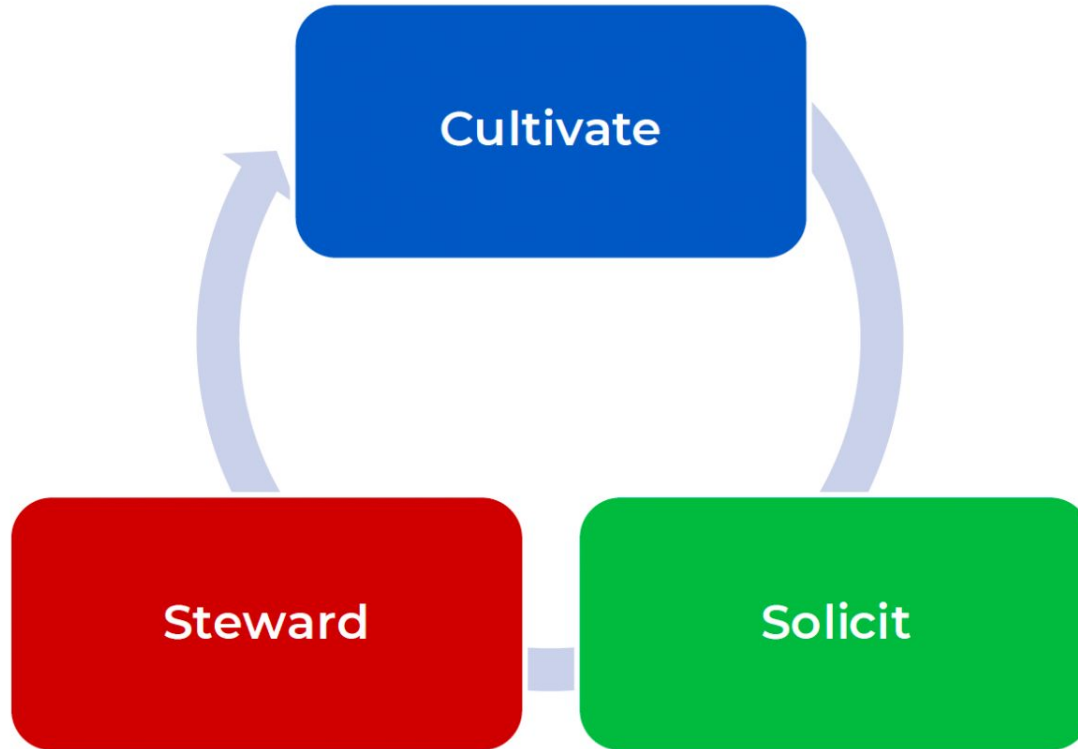


Jenn Klein

*Chief Development Officer
Harlem Children's Zone*

- Career Fundraising Professional
- 20+ years Frontline Fundraising Experience
- Fundraising Strategist
- Executive Thought-Partner
- College Guidance Mentor
- Wife, Mother, Aspiring Interior Designer, Golfer, Returning Tennis Player

What does Development do?



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- Board Relations
- Individual Giving
- Institutional Giving
- Public Funding
- Grants Management
- CRM - Data and Analytics
- Gift Processing and Acknowledgements
- Donor Communications
- Planned Giving
- Events & Site Visits
- Prospect Research
- Donor Engagement

What are the Key Components Needed to Do it All?



Individual Giving and
Board Relations



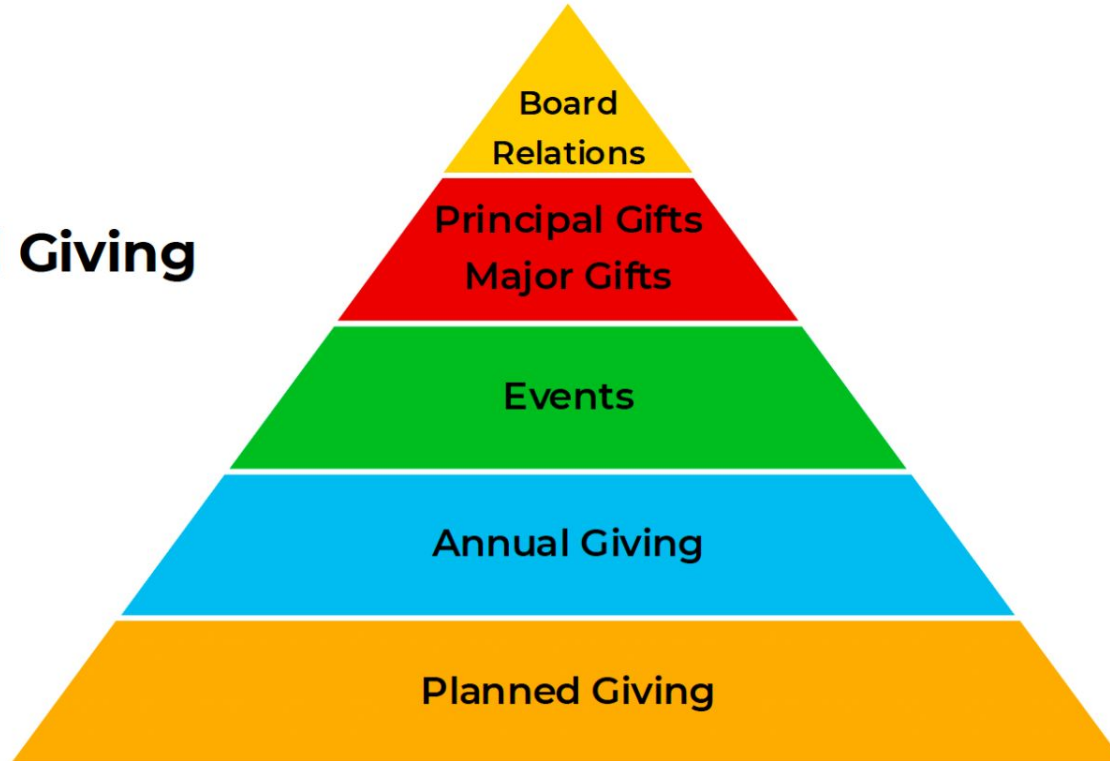
Institutional
Giving



Development
Operations

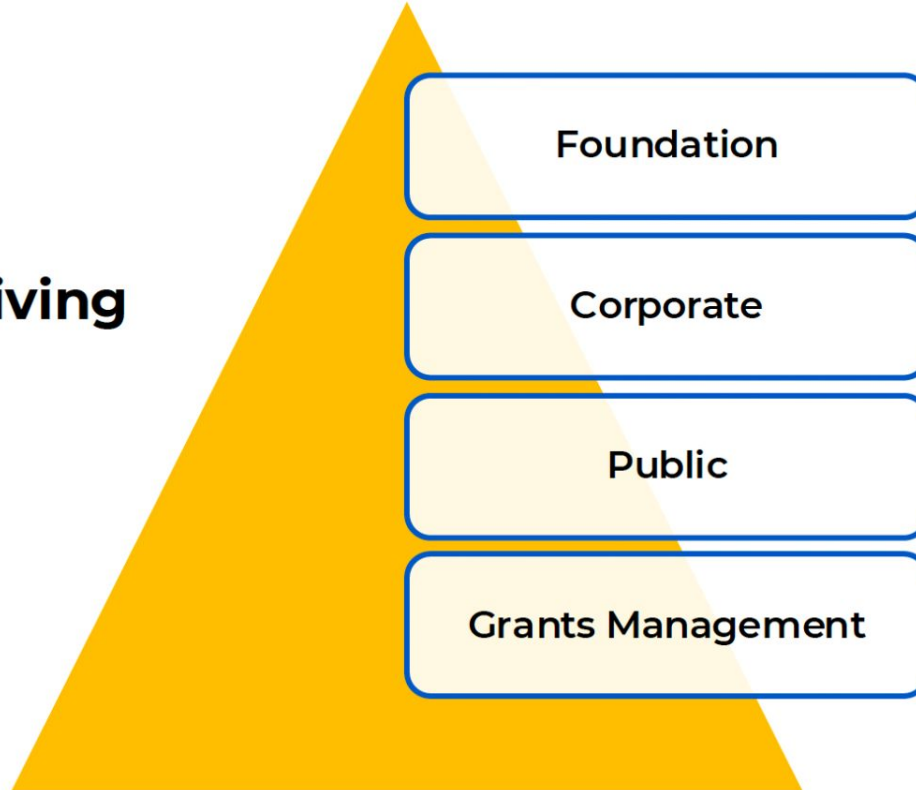
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Individual Giving



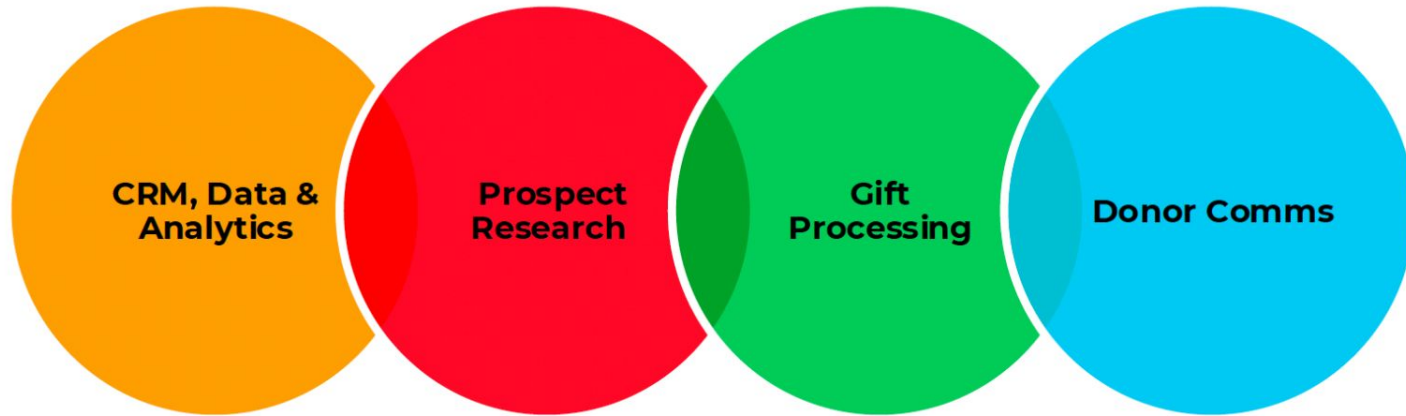
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Institutional Giving



What are the Key Components Needed to Do it All?

Development Operations



Questions and Answers



Thank You!

