



## **PRESENTATION POINTERS**

*Helpful suggestions for presenting members*

Every 50+ Men Who Care member will get up and present their favorite nonprofit to other attending members, at some point. Whether it is your first or fifth time presenting, the following suggested presentation points can assist in the delivery of a successful pitch.

1. Catch their attention

Start with a gripping opening line such as, “16-percent of children in our community don’t know where their next meal is coming from every month...” to make your pitch personal from the beginning.

2. Introductions

State your name and the name of the organization you would like to receive the quarterly contribution. Share any affiliation you have with the organization, (i.e. board members, Exec Director, volunteer, etc.).

3. What’s its mission?

Succinctly tell the mission of the organization.

4. Financials

Share the annual budget (contributions – expenses) and identify their major revenue streams (breakdown in individual, private, and government funding receipt). Tell the group how long the organization has been a 501(c)(3).

5. Needs and Wants

Describe needs of the organization and possible use of any donations. Provide some background information for greater understanding of challenges, if you can.

6. Organization and Community Impact

Discuss the impact the funding will have on the organization and our community. Who, constituency size, and the profiles of those directly impacted by the contribution should be discussed.

Verify that 100% of the contribution will stay in Monroe County. If not, explain where the funds will go. Share what percentage (if any) of the contributions will go towards administrative costs and / or capital expenses, and then give more specifics if possible.

7. Operations and Oversight

Explain the measurements currently used to evaluate the success of the organization. If funding is needed for something new, suggest how the new dollars would be evaluated to ensure good use of the donations.

8. Finale

Stress how essential the program is and what our community will miss if your organization does not get chosen for our contributions.

End with a heartfelt ask tying it back to the first point, wrapping up with a thank you.