



What's Your Niche? What Works?

2015 DDI USER GROUP MEETING
MAY 19TH-20TH

Speaker Topics



- Highlight your Niche
- What strategies worked well for your organization to attract more investors/borrowers/donors
- What strategies did not work as well for your organization in attracting investors/borrowers/donors
- How has your organization found or have tried to find younger investors/donors



May 19-20, 2015

Panel Discussion

Today at 10:30 AM – 11:20 AM

Topics for the Panel/General Talking Points:

- Ways to Attract Younger Investors/Donors
- Business Strategy Ideas to Attract Investors/Donors/Borrowers
- How DDI-Connect Helps with your Business Strategies
- Industry Trends



May 19-20, 2015

Goals

- Collaboration
- Idea Sharing
- Partnership
- Community Building
- Growing Your Mission



May 19-20, 2015

- MBF: Established in 1963
 - Headquarters: Houston, TX
 - Medical Ministry
- Website: <http://mbfoundation.org/>

Speakers:

Fred Kingston

CFO



George Courtney

Director of Partner
Engagement, Eastern US



- TSF: Established in 2010
- Headquarters: Englewood, Colorado
- Church Extension Fund
- Website: <http://www.thesolomonfoundation.org/>

Speaker:

Rebekah Graham
Sr. Vice President and Controller





CHURCH WORLD SERVICE

- CWS: Established in 1946
- Headquarters: New York, NY / Elkhart, IN
- Fundraising/Humanitarian Ministry
- Website: <http://www.cwsglobal.org/>

Speaker:

Sandra Wegrecki

Manager of Income and Data Processing

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Question #1 – Red Index Card

Name one area in which your organization
has excelled
at within the past year?



Question #2 – Yellow Index Card

Name one area in which your organization has under performed or needs improvement on within the past year?



Question #3 – Green Index Card

What do you think is the greatest obstacle that your industry is or will face within the next 10 years?



Question #4 – Blue Index Card

Is the aging constituent base a concern for your organization?

If yes, do you have a strategy to address this concern?

If no, why is this not a concern for your organization?



Question #5 – White Index Card

Name one strategy that has been the most effective for your organization to attract new investors, borrowers, or donors?

Name one strategy that has been the least effective for your organization to attract new investors, borrowers, or donors?



Discussion, Questions, Comments



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