

The background of the slide is a soft-focus photograph of a landscape. It features a few bare trees in the middle ground, a misty or foggy atmosphere, and a bright, hazy sky that transitions from a pale yellow at the top to a light blue at the bottom. The overall mood is serene and contemplative.

# Transitional Questions and the ART of Being Meaningful

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January 13, 2021  
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My name's  
Jenny and I  
want people  
to have more  
meaningful  
conversations

#fundraisingmojo

# TODAY'S SESSION IS A WORKING SESSION

Use this time to reflect, to learn some tools and to breathe meaning into your daily conversations.

Use the ZOOM chat to share.

What do you NEED today and how can we help?

# AGENDA

## Powerful Discovery Meetings

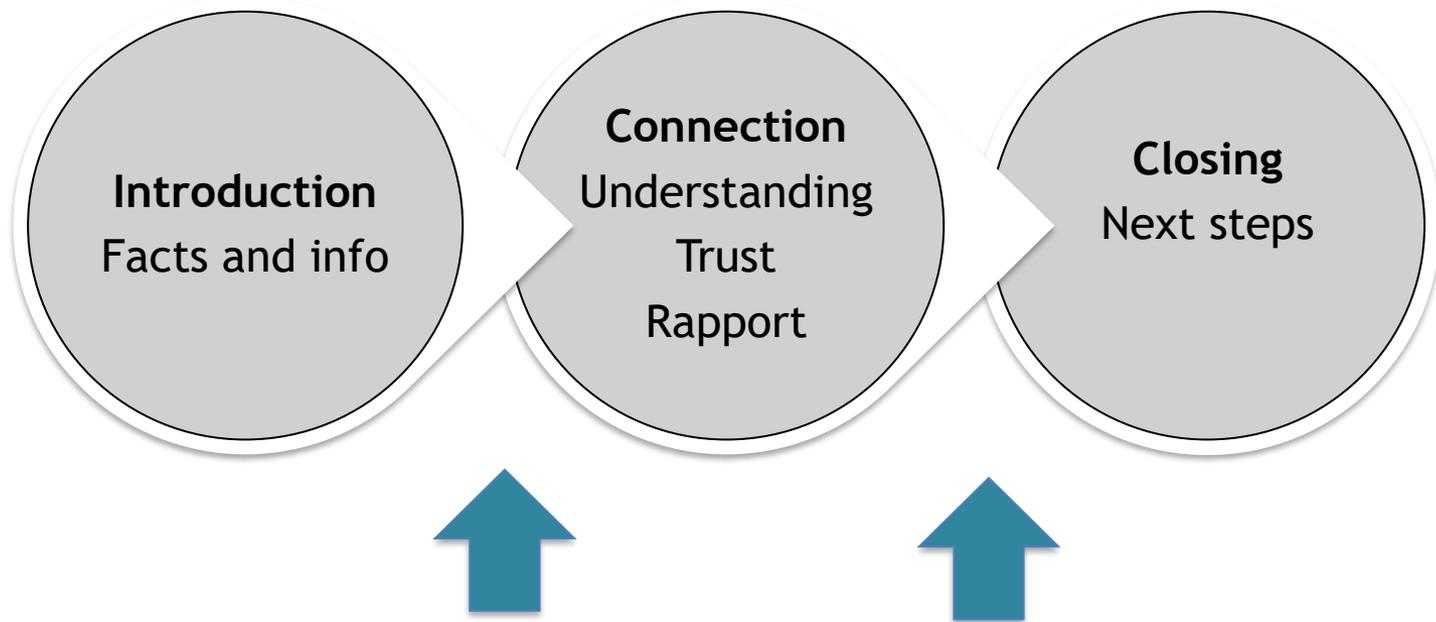
1. Anatomy of a Meaningful Conversation
2. Tools
3. Donor Archetype Role Playing

And how to adapt in a pandemic!

# What's meaningful?

Share a meaningful conversation  
that you've had this week.  
Why was it meaningful?

# Discovery Meeting Transitions



# FORD Discovery Meetings

F - Family

O - Occupation

R - Relationships

D - Dreams and Desires

\*Motivations

\*Passions

\*Transparency

Connection  
Understanding  
Trust  
Rapport

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“I define human connection as the energy that exists between people when they feel seen, heard, and valued; when they can give and receive without judgement; and when they derive sustenance and strength from the relationship.”

- brene brown

A misty landscape with trees and a teal footer bar. The background is a soft-focus scene of trees in a field, shrouded in a light mist or fog. The sky is a pale, hazy blue. At the bottom of the image, there is a solid teal-colored horizontal bar.

Be brave enough to start a  
conversation that matters.



Mirroring  
Open heart  
No physical barriers  
Eye contact  
Smile with eyes  
Tone of voice  
Follow their pace

**PANDEMIC!**  
**HOW to adapt?**

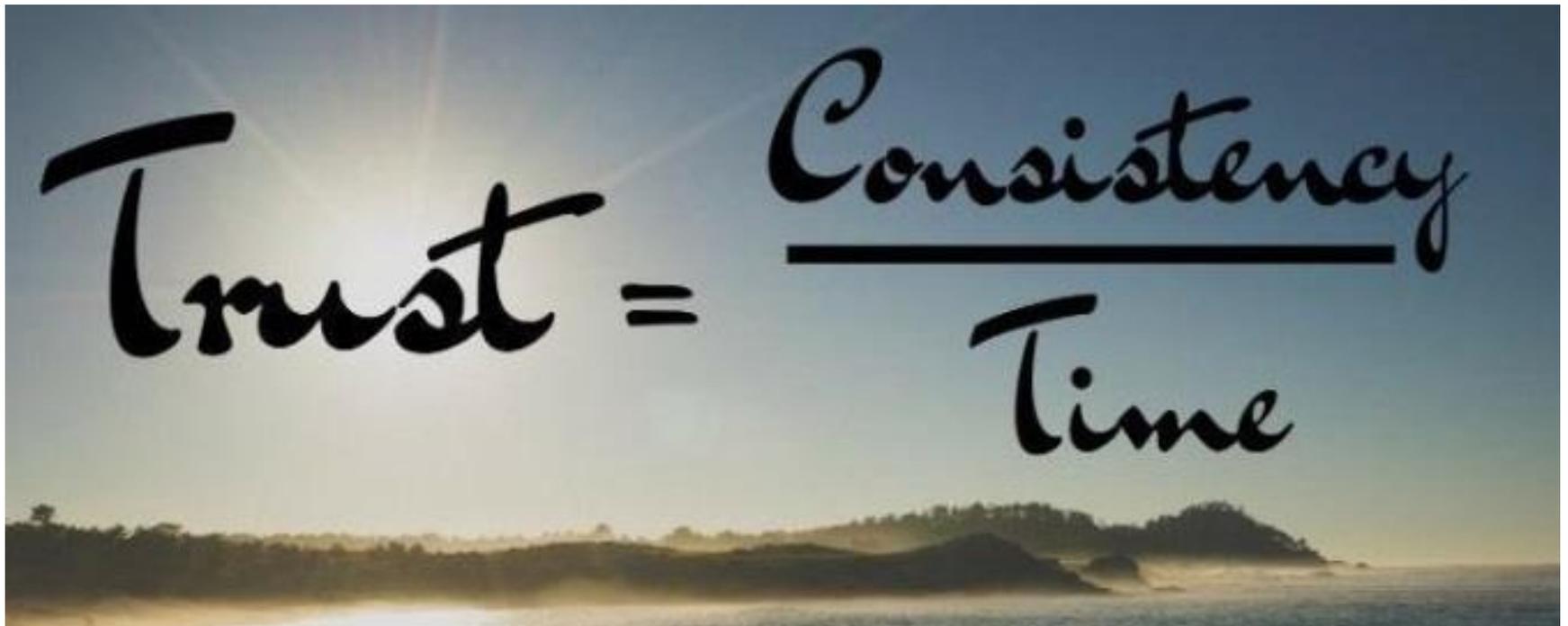
# TOOLS for Engagement

| Technique   | Sounds like |
|---|-------------|
| Reframe/Validate  |             |
| Be observant<br><i>“I’m fascinated by...”</i>                           |             |
| Use yourself as an example  |             |
| The drip and listen   |             |
| Ask permission to engage  |             |
| Tell a story (emotions + details)<br>Use an anchor to go to a new place |             |
| Be vulnerable   |             |

# Share your “golden phrases”

- Can you tell me more about...
- What was the most rewarding part about X?
- May I .....
- Tell me more about that!
- What is it that’s most important about that story?

Vulnerability builds trust. When you share things that are meaningful to you, others tend to reciprocate.





# Donor Archetypes

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# Donor Archetypes

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# ROLE PLAY

Pick a partner

Pick an Archetype

Remember your anatomy of a meaningful conversation

Focus on transitions

Use your Tools to role play

Report back to the group

A black and white photograph of two women sitting at a wooden table, engaged in a conversation. Both women are wearing blazers. The woman on the left has curly hair and is looking towards the woman on the right. The woman on the right has straight hair and is smiling. There are two mugs on the table, one in front of each woman. In the background, there is a wooden cabinet with several glass bottles or vases on top. The overall atmosphere is professional and collaborative.

**Which tool is  
going in your  
toolkit?**

# Thank you!



Signup for my 21 Amazing Donor  
Conversation Starter Questions

<http://chavender.com/21-conversations/>

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