



The Principle of Sufficiency

*When you let go of trying to get more of what you don't really need –
It frees up oceans of energy, to make a difference with what you have.*

*When you make a difference with what you have –
it expands.*

- Lynne Twist

I Asked for Strength...

And God gave me difficulties to make me strong.

*I asked for wisdom
And God gave me problems to learn to solve.*

*I asked for prosperity
And God gave me a brain and brawn to work.*

*I asked for courage
And God gave me dangers to overcome.*

*I asked for love
And God gave me people to help.*

*I asked for favors
And God gave me opportunities.*

I received nothing I wanted. I received everything I needed.

- Hazrat Inayat Khan

Give me a place to stand...and I will move the world.

- Archimedes

Principles of Fundraising from the Heart

1. Fundraising consistent with, and born of the mission, will both fulfill the mission and ensure that the work is always viable.
2. Effective fundraising is a stand for the mission and the vision so potent that it draws the resources and support it needs to fulfill itself.
3. Effective fundraising is a function of who you are, not what you say or do.
4. You honor, validate, and serve people with the request itself.
5. Money, given to make a difference, does. It is blessed money.
6. When you focus on the partnership rather than the money, you generate committed partners who bring long-term financial support for your work
7. When you bring joy and passion to fundraising, it is always productive and fulfilling.
8. Clarity, authenticity, and boldness attract financial partners (and money!)

*After the final no
There comes a yes
And on that yes
The future of the world depends.*

- Wallace Stevens