Three Oaks Society Workshop
Leadership Giving Session 2
1. Facilitated Conversation

- Exploring our Values
- Developing a Narrative
2. Turn your class narrative into a leadership solicitation

- Case Studies
  - 2008 - Transcending expectations for a 10th Reunion
  - 1992 - Changing our narrative and increasing growth 25 years out
- Making a Leadership Ask
- Share stories of Leadership Asks
3. Your Toolkit and How to use it

- **Your Tools**
  - Using your Class Workbook to complete your Gift Pyramid
  - Identifying classmates who are leadership prospects
  - Evaluating Ask Amounts
  - Taking Notes and putting them in the Portal

- **Best Practices**
  - Use your resources to develop a unique approach to each solicitation.
  - Create a dialogue with yourself: “How do I prep before a call?”
  - Remember: You can have a successful call even if it does not result in a gift

- **What NOT to Do**
  - Asks are NOT “One Size Fits All”
  - Asking for leadership gifts is (and should be) different from other gift solicitations.
Questions?