

# Major Funding Blindspots in Executive Leadership

Scott Morton with Rob Mahon

**Mobilize  
More**  
Support Raising  
Leaders Conference  
2019

## Introduction:

What issues are on your mind today about fundraising and leadership?  
(Questions leaders have asked me)

- Why was I not told that fundraising (and handling funding issues) would be a major part of my leadership role?
- How can I get my staff to take fundraising more seriously? They are stuck at 60-80%.
- How can I become a more natural and effective “asker?”
- How much time should I give to fundraising? Where do I find that time? What about delegating funding to others?
- How do I get my Development Team on the same page with leadership?
- What are the keys to an effective fundraising banquet (event)?
- Your questions and issues....

## How Six Biblical Leaders Raised Funding:

Bible study at [www.scottmorton.net](http://www.scottmorton.net)

Learning from Nehemiah 1-2:8

Nehemiah’s Secret? Passion? Leadership Ability? Casting vision? T \_ \_ \_ \_ \_!

Summary:

**Guidelines for Leaders and Fundraising:**

1. Starts with you as the leader. Your comfort or discomfort with fundraising is telegraphed to your team.
2. Can fundraising be delegated? What you as the leader must do and must not do in funding.
3. The missing link in leadership planning.
4. Your staff's funding is their problem. And your problem! Take ownership. Key questions to ask your staff.
5. Money follows visibility, hinting and communication...or does it?
6. Giving partners or ATM's? How does your organization treat giving partners? How do your staff treat giving partners? The most important word a donor can hear? \_\_\_\_
7. Do your organizational systems make giving easy? Who owns the donor?
8. Present vision, not needs.

**How one leader does it—Rob Mahon, City Director, Albuquerque (Navigators):**

**Tools you can use:**

- [www.scottmorton.net](http://www.scottmorton.net) Features 3-minute videos, blogs, testimonies, q and a
- Blindspots (leading your team and ministry to full funding) [www.cmmppress.org](http://www.cmmppress.org)
- Funding Your Ministry [www.navpress.com](http://www.navpress.com)
- The God Ask (Steve Shadrach) [www.cmmppress.org](http://www.cmmppress.org)
- Financiando Tu Ministerio [www.EntrustSourcePublishers.com](http://www.EntrustSourcePublishers.com)
- A Spirituality of Fundraising by Henri J.M. Nouwen, Upper Room Books, Nashville

**Question and Answer:**