


Carolyn Bess Consulting



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SERVICES

- **Fundraising Assessment & Strategy**
Inventory, feasibility analysis, session facilitation
- **Board Fundraising Support**
Evaluation, planning, training
- **Capital Campaigns**
Feasibility studies, plans, team training
- **Training & Education**
Coaching boards, staff, volunteers
- **Fundraising Fundamentals**
Major gifts, appeals, annual fund, AI training
- **Referrals & Resources**
External grant-writing, marketing, data management, research, templates, reports, articles

Smart Fundraising. Real Results.

Fundraising is no small task, yet many nonprofits rely on small teams. Limited capacity can lead to pitfalls—chasing trends, missing opportunities, and making mistakes. I help development leaders tackle the right problems the right way, using proven practices for lasting results.

INTENSIVE COLLABORATION

I develop the strategy and provide the support your team needs to achieve impactful results.



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TURN PROBLEMS INTO RESULTS.

	<p>Strategy stalls... <i>Your plan looks good on paper but isn't getting traction.</i></p>	<p>Prioritization and discipline. Build an actionable roadmap, set clear milestones, and refine donor messaging.</p>
	<p>Events aren't enough... <i>Galas bring in money, but long-term donor engagement is weak.</i></p>	<p>Year-round donor engagement. Strengthen stewardship with a spectrum of individual and small group engagement.</p>
	<p>Donors lose interest... <i>Retention rates are low, and donors disengage after giving once.</i></p>	<p>Innovative programming. Offer meaningful experiences that educate, inspire, and build lasting connections.</p>
	<p>Board isn't fundraising... <i>Your board supports the mission but hesitates to ask for money.</i></p>	<p>Hands-on board coaching. Equip them with confidence, tools, and strategies to secure key gifts.</p>
	<p>Funding sources are unclear... <i>You're unsure where to find new donors or untapped opportunities.</i></p>	<p>Landscape analysis. Research your network and community to uncover high-impact prospects.</p>

WORKING WITH NONPROFITS ACROSS SECTORS

Social Justice & Human Services	Education & Youth Development	Energy & Environmental Initiatives
<ul style="list-style-type: none"> Brooklyn Org Safe Passage Project Social Current Violence Intervention Program Westside Campaign Against Hunger 	<ul style="list-style-type: none"> Appalachian Mountain Club City Year Columbia Massachusetts Advocates for Children Scholarship Plus 	<ul style="list-style-type: none"> New York City Energy Efficiency Corporation (NYCEEC) OurEnergyPolicy Roundtable on Sustainable Biomaterials

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Bess Practices

for smart fundraising
insights tailored to small
and midsize nonprofits

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