

Spreading the Meme: *Funding Biomimicry & Other Works of Value*



Webinar Panel



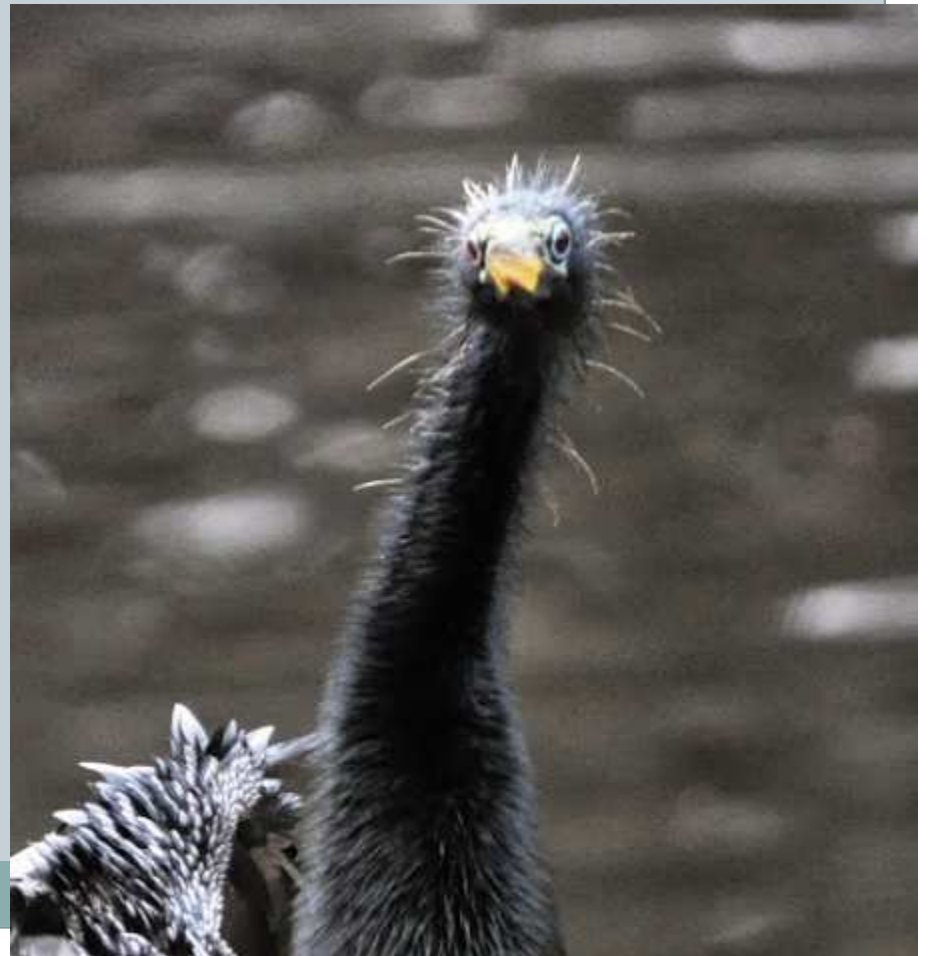
Margo Farnsworth	President/CEO, Screendoor Consulting
Ashok Goel	Co-director of CBID at Georgia Tech
Kamelia Mitevia	Founder and CEO of Bio Games
Fil Salustri	Professor of Mechanical Engineering, Ryerson University
Megan Schuknecht	Director of Design Challenges
Ray Lucchesi	Principal, Regenesiis
Taryn Mead	Marie Curie Early Career Researcher, Business School, University of Exeter
Yael Helfman-Cohen	Co-Founder, Biomimicry Israel

Today's Agenda



How to go about fundraising

- Where do you look?
- How do you ask?
- How do you follow up?



We've always gone to . . .



New Resources for New Challenges



- Where are your colleagues getting \$
- Chronicle of Philanthropy
- Pop Culture
- Angel Investors
- Community Partners
- NGO Partners



Asking Advice



- The greatest flattery is asking advice. It's also a great place to start.
- Timing
- Follow-up



How do you ask?



- The right place
- The right person
- The right time



Follow-Up



- Gratitude
- Timely reports
- Simplicity is elegance.
- Gratitude & celebration
- Ongoing relationships
- Gratitude



Resources



- <http://chapterservices.audubon.org/chapter-leader-guide/funding-fundraising>
- <https://www.icl.org/page/executive-director-program-cost-fundraising-tools-and-policies>
- <http://my.nature.org/donate/fundraising-tips.html>
- <http://www.nature.org/gift-planning/> Estate planning
- <http://www.rivernetnetwork.org/resource-library/writing-fundraising-plan>
- http://www.raisersharpe.com/handbooks/H8_SAMPLE_101_Opening_Lines.pdf

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