



Outpacing
the Impossible

The Northwell Campaign

Breaking the Ice: Collaborating to Navigate Obstacles and Discover Solutions

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Agenda

01

Introduction

02

Benefits &
obstacles

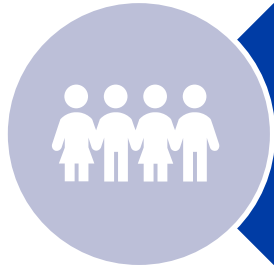
03

Three gift
scenarios

04

Conclusion

Collaboration has Dual Benefits



In Donor Relationships



In Colleague Relationships

Why is this relevant?

Accessible
information

Upsizing
is “in”

The silos have
(mostly)
collapsed

Benefits of Working Together



SPEAKERS IDENTIFY
COMMON BENEFITS



AUDIENCE SHARES
ADDITIONAL BENEFITS

Obstacles to Working Together



SPEAKERS IDENTIFY
COMMON OBSTACLES



AUDIENCE SHARES
ADDITIONAL OBSTACLES

Scenario 1



Tony



Major gift donor



Age: 74



Current pledge for \$100,000



GOAL PENDING: \$1 million gift in his will

Scenario 2



Kathy



Major gift donor



Age: early 70s



QCD Gifts (IRA)



GOAL ACHIEVED: \$150,000 Endowment Gift

Scenario 1



Richard



Major gift donor through his foundation



Relationship Repair needed



Survey Response



GOAL ACHIEVED: Explore a six-figure planned gift

Concluding thoughts

“Working together, ordinary people can perform extraordinary feats. They can push things that come into their hands a little higher up, a little farther on towards the heights of excellence.”

--B.J. Marshall

A cluster of colorful triangles in shades of orange, red, purple, and blue, arranged in a dynamic, abstract pattern.

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Thank you.