Nonprofit Impact Summits
Fundraising as a Career: What, Are You Crazy?
August 2025
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MY JOURNEY
FROM THE FORPROFIT WORLD
TO THE
NONPROFIT
WORLD

Three steps to success I brought with me from the for-profit world







GET INVOLVED



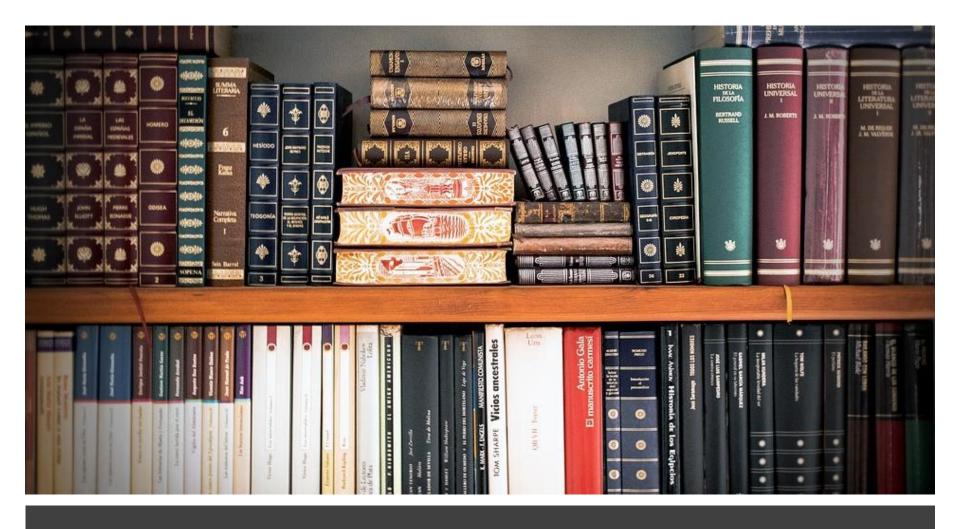
SET GOALS





ATTEND CONFERENCES

Learn



READ

Learn



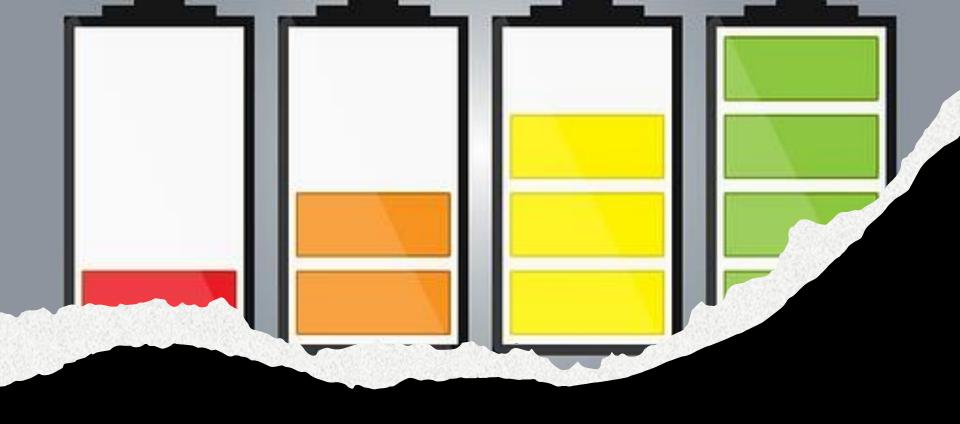
Online Learning

IT'S EASIER, LESS EXPENSIVE, LESS TIME CONSUMING

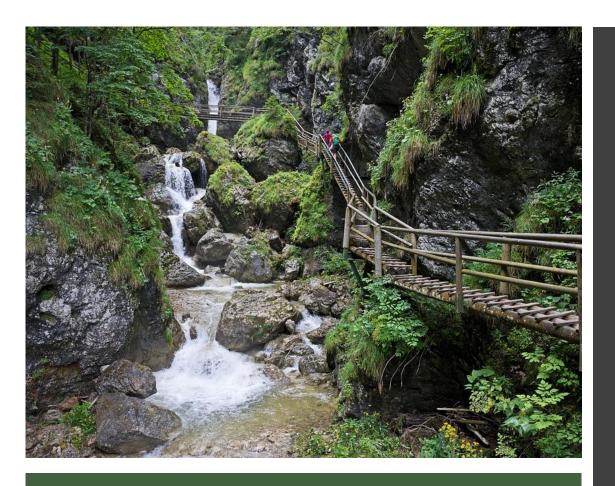
Get Involved



- Professional organizations
- Networking opportunities



Setting Goals



What will get you where you want to be?

What Is Your Goal?



My Goals

- CFRE
- ACFRE
- Speaker
- Travel
- Consultant
- Write a Book
- Spend Less Time Traveling
- Leave a Legacy

How can you use these three steps to accomplish your goals?





Learn

- What subject(s) do you need to learn more about?
- How can you learn this subject?
- What is you budget and timeline?

What Areas of Fundraising Do You Need to Learn More About?

- Planning
- Case for Support
- Capital Campaigns
- Planned Giving
- Major Gifts
- Annual Giving
- Management
- Other



How Can You Get Involved



- What groups should you join?
- How can you get involved in these groups?

What Organizations Should You Join?

AFP

Chamber of Commerce

Specialized Chamber of Commerce

Other Professional Organizations

Service Organizations

Other



Setting Goals

What Goals Would You Like to Set for Yourself?

Becoming certified

Formal Education

Becoming published author

Becoming a public speaker

Moving up in your organization

Moving to a different organization

Becoming a consultant

Other



Learning—set a time frame, make the case for why it's important for your organization and you.

Finding the Time To Do It All



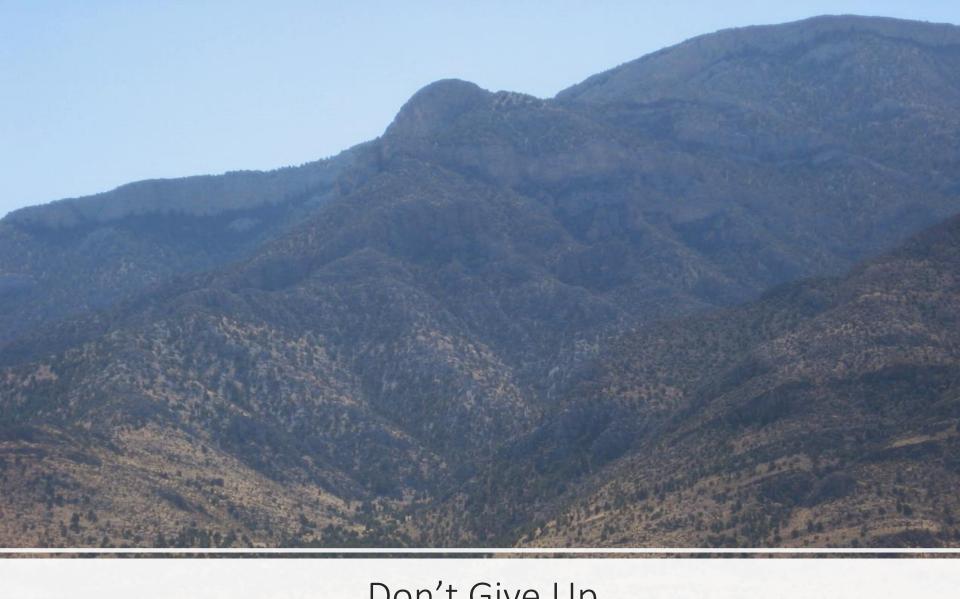
Finding the Time to Do It All

Getting Involved—what are your skills and interests, make the case for how your involvement will help your organization and you.



Finding the Time to Do It All

Setting your personal goals—it's as important as setting organizational goals, use the same planning method.

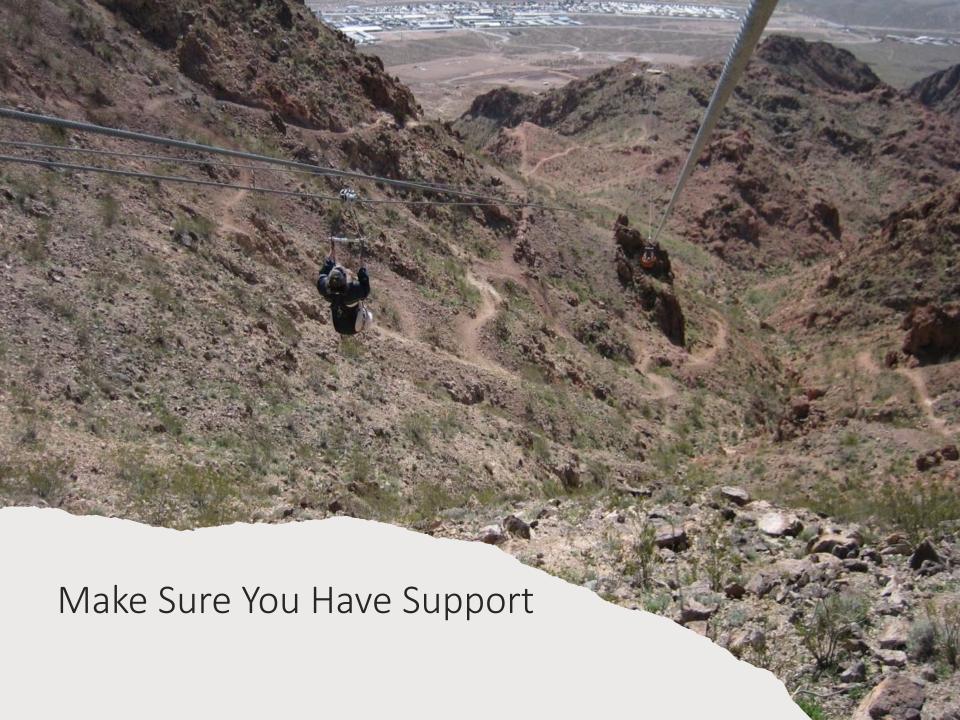


Don't Give Up





It's Worth the Effort





What You Can Do Today

- Learn more about the areas that are important to taking the next step and set goals to make it happen
- Take our online courses to help you learn what you need to know to become more about advancing in your career.

More Resources





How to Advance in Your Fundraising Career

Linda Lysakowski, ACFRE
Joanne Oppelt, MHA

- Learn the qualities to succeed in your fundraising career
- Find the right fundraising career specialty for you
- Learn how to get the education and training you need
- Know when it's time to move up or move on

Course: Advancing in Your Fundraising Career:

www.LearnWithLinda.

Book: How to Advance in Your Fundraising Career



