

Zen and the Art of Donor/Client Engagement

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What qualities do successful fundraisers and advisors possess? The multitude of relationships we build with donors, clients and colleagues is based on a critical set of skills that go beyond technical or trade expertise. These skills, which I call pillars, are ones that successful advisors and fundraisers—indeed successful people—possess and continue to hone throughout their careers. Through quotes and a Zen filter, we will explore some key pillars of success.