

BP2_Episode 6

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SPEAKERS

Monique Curry-Mims, Valerie Johnson, Doris Parent

Valerie Johnson 00:00

Hello, and welcome to Beyond philanthropy. I am Valerie. I'm here with Monique. And we have a fun special guest with us today. So we are talking with Doris Parent who is the current president of the Philadelphia Chapter of the Association of Fundraising Professionals. And she also works for the Philadelphia Orchestra. And I'm going to toss it to Doris to tell you more about all of the amazing things she does.

Doris Parent 00:26

Thank you both for having me here today. I'm really excited, really excited to say the fun guests live up to that.

Valerie Johnson 00:33

You will.

Doris Parent 00:34

So I'm, I'm, my name is Doris parent, I work at the Philadelphia Orchestra and Kimmel center, Inc, because we have merged together. And I am the chief ideas officer, which stands for inclusion, diversity, equity and access strategies. And I've been with the Philadelphia Orchestra for about 10 years now.

Valerie Johnson 00:57

Yeah, it's been a while.

Doris Parent 00:59

Yeah, it's been a long time. So I've had several different roles within the organization. This is a recent change for me. I would say in the past, this title was different. Maybe May is when I had got this new title and moved into this position to this role about October of 2020.

Valerie Johnson 01:22

Okay. Yeah. And how much? I know you were in fundraising, direct fundraising.

Doris Parent 01:28

Yeah.

Valerie Johnson 01:28

Previous to that. So how much fundraising are you doing now that you have this new role and the new title?

Doris Parent 01:34

You know, it's definitely not 100%. But when you're doing fundraising at the level that I was doing fundraising at do you ever really stop? It's really hard to kind of just shut off?

Valerie Johnson 01:45

Yep.

Doris Parent 01:45

No, no, I have to. I have to make sure the development office knows what it's like, opportunities right here.

Valerie Johnson 01:51

Right. Yeah. And you have the relationship.

Doris Parent 01:54

Right. And if I have the relationship, I'm gonna, I'm gonna speak it. But I would say officially, probably about 30 30% 30%. What I what I do feel like philanthropy and fundraising is so much more than just asking for money.

Valerie Johnson 02:12

Definitely.

Doris Parent 02:12

You know, it's about building that relationship. And so if I think of it in that way, I would say that it probably encompasses probably more about 50 to 60%.

Valerie Johnson 02:23

And you took on that role, just as you're about to take on the presidency of our chapter. And in the middle of a global pandemic.

Doris Parent 02:30

Yes.

Valerie Johnson 02:30

So, um.

Doris Parent 02:32

Yes.

Valerie Johnson 02:33

that's just what I just want to acknowledge how much that is, so you've been president of the chapter now for almost a year and a half. Is that right?

Monique Curry-Mims 02:42

No, it's been longer.

Doris Parent 02:43

I know. I feel like it's been longer. I'm like, it's at all..

Valerie Johnson 02:45

But no, it's a two year term.

Doris Parent 02:47

You're right.

Valerie Johnson 02:47

Yeah. So it's been a year and a half.

Doris Parent 02:49

But what it is, is because I was president elect, right, for two years, yes. Yeah. Yeah, I was president elect for two years. And now I'm in year and a half as president. And then I roll into chair for another two years.

Valerie Johnson 03:03

We take succession planning very seriously at our chapter. But I have to say, I've really loved working with you as a president of the chapter. I love working with you. I've worked with several I love you so much. And and you actually recruited me to become a volunteer for our chapter. And I know you've recruited Monique as a member. So you clearly are passionate about that.

Monique Curry-Mims 03:26

Also, as a I am also part of Government Relations Committee, because I'm on global she's like, No, I need us on our chapter. It kinds of makes sense if I'm on Global, she was like, no, like, like, no, no.

Doris Parent 03:39

Right here. What about us? Yeah, no, stay on global. But you need to represent the local chapter also.

Valerie Johnson 03:47

We need more minds like yours. We need them. So, so and through your presidency, and I know you just recently attended ICON. What are some of the like, big takeaways you have about, you know, philanthropy, how we're transitioning what some of the bigger ideas are that are coming out in the last year or two?

Doris Parent 04:08

So I've been going to icon for several years. And I have to say, this is probably the first time that I can say that I really saw a cross representation of race gender, identifying how you identify yourself. I was like, oh. Okay, this is great. Different. This is different than what I've been accustomed to. mind you I haven't gone in like three years because right.

Valerie Johnson 04:38

I haven't gone in like seven. So the last one I went to was very white. So I'm really glad to hear this.

Doris Parent 04:45

And um, let's let's be clear. It wasn't like oh, yeah.

Valerie Johnson 04:50

But like for AFP, right.

Doris Parent 04:52

It was totally a different. It was definitely shifted.

Valerie Johnson 04:57

That's good.

Doris Parent 04:57

Definitely shifted.

Valerie Johnson 04:58

I love to hear that.

Doris Parent 04:59

Yeah.

Valerie Johnson 05:00

Were there any like, speakers, any anything that kind of stood out to you as really exciting.

Doris Parent 05:07

You know, I can't remember the name of the workshop now. But it was a panel. And they were really talking about diversity and equity. You know, I mean, there was a lot of that, a lot of themes of diversity and equity within all the workshops this year. But this was the only one that I actually went to at that I actually left like, oh, oh, okay. Yeah, it's a little a little energized here. And, you know, I'm really horrible with names.

Valerie Johnson 05:39

That's okay.

Doris Parent 05:40

I'm really good with faces.

Valerie Johnson 05:41

I put you on the spot.

Doris Parent 05:42

Yeah, I'm really good with faces, but names, like

Monique Curry-Mims 05:45

We'll put a link in the notes.

Doris Parent 05:47

It was she was she used to be the Global Diversity Officer for MGM.

Valerie Johnson 05:56

Okay. Interesting.

Doris Parent 05:59

So she was the she was the past. She was the moderator. And then they had the current global diversity director or engagement. I don't know what her title is for MGM.

Valerie Johnson 06:10

Okay. Like, as in MGM Grand Hotel in Las Vegas, ICON was in Las Vegas.

Doris Parent 06:15

Exactly. Yes.

Monique Curry-Mims 06:17

Maria Jose Gotti.

Doris Parent 06:19

She's the current.

Monique Curry-Mims 06:20

She's the current. I'm googling.

Doris Parent 06:22

Yeah. She's the current one. It was just, you know, it. I just think it was just the energy and really talking about look, we understand. Yes, there's a need for diversity and inclusion. But now we we really have to move past this.

Monique Curry-Mims 06:37

Yeah.

Doris Parent 06:39

We know that!

Valerie Johnson 06:42

I think that's um, that's that is actually really refreshing. Because I think most places right now are so like, well, we have to do Diversity and Equity and Inclusion, because that's what everybody's doing right now. So that has to be the focus of what everything we do. So it is getting a little. It's almost like they're play acting like oh, we'll just throw like a slide in about equity. And then I'll pass the sensor and I'll be able to present

Doris Parent 06:42

It's performative

Valerie Johnson 06:43

that's the word I wanted. Very performative. I mean, yes, there's been a lot of conversations locally, between a number of us I'm gonna put myself in because I've been causing a lot of trouble. Good trouble

Monique Curry-Mims 07:19

good trouble, good trouble. Where it's a lot of that it's been very performative. And now that we're a year or two removed from 2020, people are kind of like, okay, we're not there anymore. We're not in the height of it. So it's okay, if we back off, but then the community and a lot of these younger generation of leaders are like, no, no, no, this is still a crisis, right? Like, you can't go back to the old ways. You can't even retract some because you actually need to be pushing forward. Even beyond And actually feel like, you know, we always talk about our weekly like, you know, words to get rid of, like, I'm kind of tired DEI because I feel like it's just so if someone else someone told me that before Dei, it was called cultural

Valerie Johnson 08:06

awareness?

Monique Curry-Mims 08:07

No, no awareness.

Valerie Johnson 08:09

Cultural sensitivity?

Monique Curry-Mims 08:10

No, like, I forget what like, there was dei before Dei, like 80s, early 90s. And that was it. Yeah. Like it's, it's just like, we've got all these different terms, but it's all the same issue.

Doris Parent 08:24

Right.

Monique Curry-Mims 08:24

And because it's just at the moment, we did it, we did it. You know, everybody bastardizes everything in their own. and it's never really, truly effective. So, like, where do we go from here?

Valerie Johnson 08:34

it almost feels like talking around it, instead of doing something about it. Like just talking about it doesn't really change anything. So I'm curious in your new role, I saw that, you know, the orchestra hosted a pride concert for the first time this month. And it looked to me to be really energizing in a way that most diversity things aren't right now. So how is that the kind of stuff that you've been working on? How did that come about?

Monique Curry-Mims 09:01

And what is ideas? Like really break that down?

Doris Parent 09:03

So ideas is inclusion, diversity, equity, access.

Monique Curry-Mims 09:05

But I mean, what we're doing with it, we got we know what the words are, but what are we doing with that Doris? We just talked about this.

Doris Parent 09:17

What are we doing a lot of different things with it. Right. And so what it is, is that really is central to how we do our business. So instead of ideas being off to the side, like its own little unit, and, you know, there's Doris, Doris doing her stuff. It's actually not that, that's awesome. It's really about the organization and how we really integrating this into our existing programs. So it's not an add on it's not a tack on us. And so I'm not really a you're looking at the department. I would like to have full time staff also. Put the plug out there. Yeah.

Valerie Johnson 10:00

Doris needs help. Attention. Doris needs help. The call is out there.

Doris Parent 10:04

But what is really but it was because well, some of the things that I have said from the very beginning, because I said I had been with the orchestra for many years, I was like, I'm not interested in taking this position. And kind of just doing the rote, Like

Valerie Johnson 10:20

being like a token,

Doris Parent 10:22

I was like, I'm not interested in doing this, because I can't move this needle by myself. It's got to be the whole organization, right? And not just the organization on the surface. I mean, all of us have to be working towards

Monique Curry-Mims 10:36

cultural pluralism. It just popped in my head, cultural pluralism was a dei before Dei, I'm sorry,

Valerie Johnson 10:42

This is what we do, by the way, we just get off on tangents. But I think that's really great that you're doing especially with like, an organization like the orchestra, like how old get is it's like 100 years old, like it's a really long standing institution that historically has been very upheld by white standards. So you got a huge hill to climb. Yeah. But I really love hearing that. It's not just you.

Doris Parent 11:13

right? It's not just me. And because of that, it can't just be me. Right? And I'm not saying that. Oh, my goodness, we have done, we have done all that we can do. And we're done. I'm not saying that.

Valerie Johnson 11:26

No, that's always more.

Doris Parent 11:27

Right, there's always more, there's always more on the continuum. But he's just really bringing it back center to like, Okay, well, why are we doing this? What are our values? How does that really help us to move things forward? So when I think about like, the pride concert, you know, it was a free, we were like, No, we need to do this as a free concert. I mean, it was packed,

Valerie Johnson 11:50

I'm sure.

Monique Curry-Mims 11:52

So which makes me think because I remember one of our very first conversations, we were talking about the shift in donors, and the orchestra is probably a very older generation, who might not even appreciate the fact that you just had a free pride concert. And I know that, you know, I was reading up on some of the takeaways from ICON, and there was some of them, that kind of bothered me, because it was one was, everything's donor centric. I'm like, are we still doing that? Right. But the other thing was that shifts in the age and younger donors, right. So I wonder, you know, how is that playing into your stewardship? How is that playing into your program and operations? Is ideas or just you? So we had this conversation a couple years ago? How are you adjusting your organization in terms of the donor, but also the community?

Doris Parent 12:50

So really, for us, it's about the community, and being really central to the community, not us coming in and saying, Okay, we're gonna do this.

Valerie Johnson 13:00

That's awesome.

Doris Parent 13:01

This is what we want to plan. This is how we're gonna move forward. And so we really are stepping back. And you know, like I said, we have a merger with the Kimmel Center, also. And so we really are stepping back and like, no, no, we can't be the big mammoth coming in. Because we're a large institution, it was very easy as a large institution just kind of come into a neighborhood and say, This is what we're going to do and move forward. But it takes a little bit more work and time to be able to say no, we want to really co curate this with you. What's more important to you? What do you want to gain from this? And how can you leverage us? you know, because we are here, we're part of this ecosystem. And we realized that we're a large institution, we know this. Right? But we also know that all of us are feeding into the same ecosystem. And when one disappears, it affects another. So we want to be able to, particularly during the pandemic, you know, we were very focused on we need to not necessarily focus on us so much. Yeah, we need to amplify some of these other voices.

Valerie Johnson 14:08

Yeah. And how, like, from the donor perspective, like, are they into it? Do they understand it?

Monique Curry-Mims 14:16

are you educating them and how are you educating them?

Doris Parent 14:20

we were educating them along the way. There's always a handful that won't come along.

Valerie Johnson 14:27

Yeah, to be expected.

Doris Parent 14:28

right.

Valerie Johnson 14:28

You're not gonna get everybody right

Doris Parent 14:29

They're not gonna come along. But for those that are coming along, it is so refreshing to see people so excited. You know, when I think about the pride concert, I had two donors come up to me right after. Now mind you, we are wearing our masks at the concert hall. Yeah. I we both kind of our eyes locked, you know, yeah. recognize you. Right. And they are donors. Oh, my goodness. This was fantastic. You guys you More of this is awesome. This is what we like, look at the packed house. Look at the energy.

There are different people here. And there were a lot of different people who I've never really seen before. you know, and I'm not saying that I know everyone who comes into the hall. But you do see some of the same, same faces sometimes. But I just see a lot of different faces, new faces, young faces, that were really excited to be there. And we expanded it outside of the hall to the Commonwealth area. Well, we had local artists singing. And then we had things after the concert. I mean, I had never seen so much excitement after a concert for the workshops, like, oh, yeah, this was great.

Valerie Johnson 15:41

I think I saw like a video recap or something on Instagram, and like, without realizing it was the orchestra. I was just watching it. And then like, at the end, it was like, you know, this was the orchestra's pride celebration. And I was like, Well, I would have gone to that. If I knew that was happening, I would have gone to that. So I think that's really amazing that you're able to really like dig into the community and do these because I mean, when you think of the orchestra, you think of like, Stuff, older folks that get really fancy dressed and go sit and listen to classical music. And that's not all what the orchestra is.

Doris Parent 16:13

No, so I mean we are here in Philadelphia, this is Philadelphia's orchestra. We're a home. This is home. So we I mean, yes, we're, we're now in all over the world. But we're here in Philadelphia want people to come in and enjoy? Yeah, you have this treasure right here, come and enjoy. And we have lots of different ways that you can come and enjoy. you know, you don't have to come necessarily to the gala. You can come to a free concert. You can come to a matinee, you can. There's so many things that you can do to engage.

Valerie Johnson 16:47

How did the education go with your donors? Did you feel like a school teacher that had to like sit them down and say like, this is what we're doing now? Or was it more of a, you know, through your conversations, it just became part of the conversation.

Doris Parent 17:01

Actually it wasn't as hard, you know, as we thought it would be? Because we've already been doing this. We've already been doing this kind of work all the time. Yeah. So wasn't so we just didn't necessarily label it.

Valerie Johnson 17:16

That makes sense.

Doris Parent 17:18

You know, and so people are like, Oh, this is great. We want younger audiences coming in. We want different audiences coming through.

Monique Curry-Mims 17:27

We had a conversation, maybe it was last episode, we were talking about that fear factor, and a lot of people being uncomfortable with educating because there might be that donor that's like, I don't want to hear this. I'm not interested. I'm no longer funding. Did that play a factor? You know? How did you go

into those conversations, where you're just like, I don't care, there is no fear, I take fear head on, or just know that, you know, if we lose them, we lose them. And that's not the type of donor we need going forward.

Doris Parent 17:57

I mean, there's always that delicate balance, you know, no matter what, and every one is different. And it's really knowing your audience, knowing who you're talking to. It's knowing who you're speaking to. And knowing how to message it to them to actually get like, okay, yeah, I get it. Now, I get it. You know,

Valerie Johnson 18:19

I mean, I don't think I've ever gotten at least gotten pushback, like, there have been times that I've been afraid to make a change or to push back on a donor. But we did talk about this last episode, but a donor asked what our overhead was, and I said, I'm gonna tell you what it is, and then I'm going to tell you why you shouldn't ask me that anymore. And it was kind of scary to like, click Send on that email, but they like immediately wrote back and said, like, thanks so much. We appreciate it. We get it. And we're gonna fund you. So yeah, like, I can't think of a time that I've like done the education piece and gotten negative feedback or lost a donor from it, have you?

Monique Curry-Mims 18:57

Um, no, not really. I mean, but also, I think that they've been very awkward conversations. And I will say, like, one donor, I'm thinking in particular, you know, I, after that conversation, I actually didn't think I was going to get the money. And I will say that, you know, I felt like I was more offended than they were offended. Yeah, they were fine. But, you know, years removed. They don't remember the conversation. However, yeah, they have grown. Right. So, you know, they, they did go down a path that led them somewhere better. But in the height of that, you know, it's kind of like, you know, you're only ready to hear what you're ready to hear me when I tell my husband like, I'm listening. I hear you, but it's gonna take me a minute to digest.

Doris Parent 19:41

I gotta come to terms with it myself.

Monique Curry-Mims 19:45

So, you know, I think that it is a process and people have to understand that it's not going to be like, Oh, my gosh, that's an amazing idea. Let's go yeah, that this, you know, hundreds of years of traditional philanthropy that they've been taught and that they learned and, you know, decades of their own personal experience and understanding that they had to move past. So it is process.

Valerie Johnson 20:05

It's definitely a process.

Monique Curry-Mims 20:07

So I'm gonna I'm gonna put you on the spot.

Doris Parent 20:08

Oh, boy.

Monique Curry-Mims 20:11

So also we've been we were having a conversation about the idea that AFP has this like fundraisers Bill of Rights.

Valerie Johnson 20:20

Did I tell you the news?

Monique Curry-Mims 20:21

You did. And we were saying that there, there should be a donor's Bill of Rights. And that was our last episode.

Valerie Johnson 20:30

I think it's the opposite. I think there was a donor's bill of rights exist.

Doris Parent 20:33

Exactly.

Monique Curry-Mims 20:34

Yeah, so there's a donor's Bill of Rights. But there's not a fundraisers Bill of Rights. And now there is going to be one. So when we want to get credit for that, yeah, I'm gonna put that out there.

Valerie Johnson 20:43

Please give us credit, AFP, we talked about that Two episodes ago. So that was us. We did that.

Monique Curry-Mims 20:48

But also, I just wanted to get your opinion as the president of our local chapter, what is going into that? Right, like, what is that process? And knowing that, you know, I just saw something that said that one of the biggest takeaways was being donor centered, when we should be more community centered. As a sector, you know, what, like, what is this process? Like? How are we getting feedback from it or something like, how are we creating this bill? Who's creating this bill? Right? And who's involved in

Valerie Johnson 21:17

a committee?

Doris Parent 21:17

Yeah, it's a committee, it's committee at the at the global level, and they're pulling from others within, you know, within the chapters. But one thing I do want to kind of go back on is not what the donor bill that your something you just said you like, oh, one of the takeaways was donor centric. And we should be community focused on community centric. There were a lot of workshops. That was on community,

Valerie Johnson 21:44

At icon?

Doris Parent 21:44

At icon, there was a lot in there were really good.

Monique Curry-Mims 21:48

So that is good. And that's also funny, because that was something that when I Googled, like takeaways from icon, right, like those were takeaways, so if so people are walking away with underlining like, this is donor centered. It's like, Wait, were you there?

Doris Parent 22:03

then they didn't attend.

Monique Curry-Mims 22:08

Right. Okay.

Valerie Johnson 22:09

I really, I love to hear that. That's becoming more of it. Because we get questions a lot, just based on the podcast and us talking about community centric people are like, but how do I do it? Like, how do I like take my organization to a community centric place? Obviously, the orchestra is doing it already. But did you feel like they actually covered the how? Or did they just cover the like, this is the thing that you should be doing?

Doris Parent 22:32

I don't think they really went into the how in depth, because it was an organization that was already doing it. And they had gotten funding for it. And that's it. And it was like, it was a community foundation. But that's what the focus was, like, in a true sense of what do you think of Community Foundation? That's what I think of. Not necessarily Community Foundation for donor advised funds. And, yeah, that's what they were created for.

Valerie Johnson 22:59

That's okay. So I'm taking this away from the original question. We'll go back. But that was the first foundation that I was aware of that was doing stuff like that was the Lancaster County Community Foundation, they pulled me in to do a couple presentations. And every time I talked to them, they were like, very community centered, like very understanding of like, what their community needed. And the reason they brought me in, actually is because they were doing a grant to provide marketing services to smaller local foundation or nonprofits. And they wanted to provide education to both the people that got the grant and the people that didn't get the grant. So they had an educational series for the grantees and connected them with mentors, and they went through coaching sessions. And then they brought me back to do educational sessions for the people who didn't get the grant, which I thought was really great and never heard of it before. And, you know, I think the Community Foundation's in and around Philadelphia are moving in that community centered direction as well. So I love that the movement is starting there. So now back to the donor Bill of Rights and the fundraisers, Bill of Rights. Have you heard anything? I saw it in an email? And I think the email was a call for people to volunteer on the

committee and basically saying, like, this is coming. So I don't know, like, how much work has been done. Have you heard anything from the other?

Doris Parent 24:24

There's been some work but not a whole lot of work. That's been done. Because actually, with the concept was being brought up at icon.

Valerie Johnson 24:31

Okay, got it.

Doris Parent 24:31

that's where it was being shared. Okay, during that conference,

Valerie Johnson 24:34

at the same time, we recorded our episode talking about it, just to be clear.

Doris Parent 24:39

So it was being talked about there, the icon, but nothing was shared. Right. So none of like,

Monique Curry-Mims 24:45

It was just an idea.

Doris Parent 24:46

Like can you share what are they talking about this, but that wasn't the forum.

Valerie Johnson 24:52

I think that's such a great direction for us to move in as the Association of Fundraising Professionals because what we were talking about Two episodes ago or whatever or is that that's the only bill of rights that exists right now. It's like as fundraisers we are coached to cater to the donor. And not necessarily cater to the community or cater to our selves or you know,

Doris Parent 25:12

or our organization

Valerie Johnson 25:13

or our organization, exactly like there are so many other things that we should be focusing on, as evidenced by the fact that you are now a one woman show doing a lot more than just fundraising

Monique Curry-Mims 25:25

I'm going to assume that the merger, you're you're overseeing ideas for both the orchestra and Kimmell.

Doris Parent 25:31

Yes.

Monique Curry-Mims 25:32

So now you've got two historic organizations in Philadelphia, and not even to because Kimmell also includes what's the other

Valerie Johnson 25:42

Doesn't it include the Merriam and...

Doris Parent 25:45

the whole Kimmell campus? Yeah, Miller,

Valerie Johnson 25:48

basically, south broad street.

Doris Parent 25:50

all of us are working towards, right. And so I'm really more of the strategic partner, and really kind of making sure let's move this this way. And yeah, absolutely, should really should think about this.

Valerie Johnson 26:01

But I think that's a testament to you as a fundraiser, not catering only to the donor Bill of Rights, like you have been very community focused and driven for your entire career with the orchestra. And probably then some, you know, so this is not a new concept for you. It's not a new concept for your organization. So having this fundraisers Bill of Rights, I think, probably doesn't change much for you, but maybe changes a lot for other fundraiser.

Doris Parent 26:29

Oh, I definitely think so. I definitely think so. Because there are a lot of fundraisers who were very much it will always cater towards the donor.

Valerie Johnson 26:38

Yes,

Monique Curry-Mims 26:38

yeah.

Valerie Johnson 26:38

Yes.

Doris Parent 26:39

And to the detriment sometimes, yeah. of the organization,

Monique Curry-Mims 26:43

and their personal...

Doris Parent 26:46

right. Yeah. Because I was always because I will I really focus more on institutional giving is my forte. And for me, you know, I was very strong about even before I got to the orchestra was that, which was School for the Deaf and University, did youth development and national voice council. So I was always like, Oh, no, no, no, we're not writing this grant. Because this grant is here.

Monique Curry-Mims 27:08

Right? It's got to be purposeful.

Doris Parent 27:10

It's got to be for purpose. does it align with our mission doesn't align with our value? I'm not going to try to put a circle into the square. Just because we're chasing the dollar. It doesn't make sense. So that the end of the at the end of it. Okay, so maybe we've gotten this grant? Okay. Now, we can't really fulfill it. It wasn't part of our mission to begin with.

Valerie Johnson 27:36

So you heard it here. First, it's possible to implement community centric fundraising, especially with institutional funders. Yeah, so you are doing it.

Doris Parent 27:47

Yeah.

Valerie Johnson 27:47

I think that's one of our listeners want to hear. They want to hear that.

Doris Parent 27:51

And it's about it's also about it's, it goes back to the community. I mean, you're doing this, you're raising the funds, but the community knows what they need best.

Monique Curry-Mims 28:02

So, I want to ask you one final question, deep thought. So as we're preparing this, you know, fundraisers bill of rights as people move towards a more community centric approach and their fundraising and their outreach, learnings from donors, or what can donors learn from this? What had they said to you about that process of education about that process of being more community centric, that other donors that might want to shift that way? Like, oh, I didn't think about that, or that's insightful, maybe I need to consider a more community centric approach.

Doris Parent 28:35

I would have to say that, and you can't do this with all donors, right. But being able to bring the donors to the community, they actually see what it is that you're trying to do, to accomplish. I think that being able to see something, just speaks so much more than just writing something. or just speaking about it. But now you're experiencing it. Now you're seeing it, now you're feeling it. You know, when I think about, you know, just now we just had a partnership with our KIPP schools. And to see these kids. The baby's playing, it's like, oh, you know, what, I mean, I don't really need to say anything anymore. Because once you look at these kids up on the stage, you realize how important it is to continue to

support, you know, to be there to support us so that we can deliver these type of programming for these kids. And this is what the community wants. Yeah. Right. And so the community will come back and say, This is what we really look at my kids, you know, and they've been moving forward. I would have to say, that's the first is if you can show it. Then do. you know, not just you know, testimonials are the best. Yeah. I would have to say that. You just have to really kind of go where people are sometimes we were talking about a little earlier that sometimes you're just not ready. you hear it but you're not ready and you're not ready to accept it. You got to digest it. And you're gonna have to keep doing that. And you have to keep repeating it. the more people hear it. You know what things we're talking about now, like the soul, not the norm, you know, three years down. Oh, wait, that's old news. We've already done this. What I'm saying is that we have to keep with the story and our mission, it was like, Well, what is it that you want to accomplish? And you've got to keep telling the donors that? because if that's all you're talking about, eventually, okay. Is this is this, you keep coming back to this, like, yes, because it's important, It's important for our mission is important for our work. And I need you to invest in this as well.

Valerie Johnson 30:45

So, we are wrapping up, but we have a local, regional conference coming up for our chapter, which will be in September, we are excited about said conference. I think we're trying really hard to get away from what we were just talking about, which is everything being DEI focused without action. We have some great speakers

Doris Parent 31:11

great keynote

Valerie Johnson 31:12

great keynote. We have not announced our speaker schedule yet. But we have announced our keynote it's Kia Jarmon was fantastic. I don't usually plug AFP when we're on the podcast.

Monique Curry-Mims 31:21

I know and you're looking at me like I'm going to miss it like

Valerie Johnson 31:26

no looking at you like I just like yeah, I am doing that. Even though we don't usually do that. We've got an AFP person. Yeah, like the right moment to say it. So thank you for being here today. Is there anything that you would like to say in

Monique Curry-Mims 31:41

final thoughts?

Valerie Johnson 31:42

Final thoughts, reflections?

Doris Parent 31:45

Well, I just want to say thank you. And this is a great opportunity, great conversation, because you made this very easy.

Valerie Johnson 31:53

Thank you.

Doris Parent 31:55

And I really appreciate it.

Valerie Johnson 31:57

By doing nothing. We made it easy by doing no preparation whatsoever. Thankfully, Doris is very flexible.

Doris Parent 31:57

By doing nothing, yeah. You told me where to show up from what time and where and I'm like, I can do that.

Valerie Johnson 32:07

Yeah. Yeah. That's true.

Monique Curry-Mims 32:09

Well, thank you again for joining us. And thank you guys for listening. If you didn't know now, you know, this has been beyond philanthropy.