

Curriculum Outline

Class #5: Saturday, November 9th, 2019 – 11:00am to 01:30pm
Louisville Youth Philanthropy Council

TOPIC: SUCCESSFUL 'ASK' PRESENTATIONS

Objectives:

- Learn how to make an effective 'ask' presentation to request funding for next year's budget from local grant-makers.
- Understand the characteristics of an effective 'ask' presentation.
- Practice 'ask' presentation skills.
- Develop an 'elevator speech' for the LYPC.

Schedule:

11:00 – 11:10: Review of 10/19/19 class topics
11:10 – 11:35: Background on 'ask' presentations
11:35 – 12:00: Topic: How to build a case for funding for the LYPC – why, what and whom (create the Elevator Speech)
12:00 – 12:20: Lunch
12:20 – 01:10: Topic: How to have the conversation with a funder (practice the ask).
01:10 – 01:25: Identify ask presentation volunteers; take team/individual pictures

Homework: (due by 11/16/19 – Class #6)

- Research the next two organizations on the team list, in preparation for interviews on November 16th; prepare specific questions for them about history, programs, etc.
- Practice your LYPC Elevator Speech!