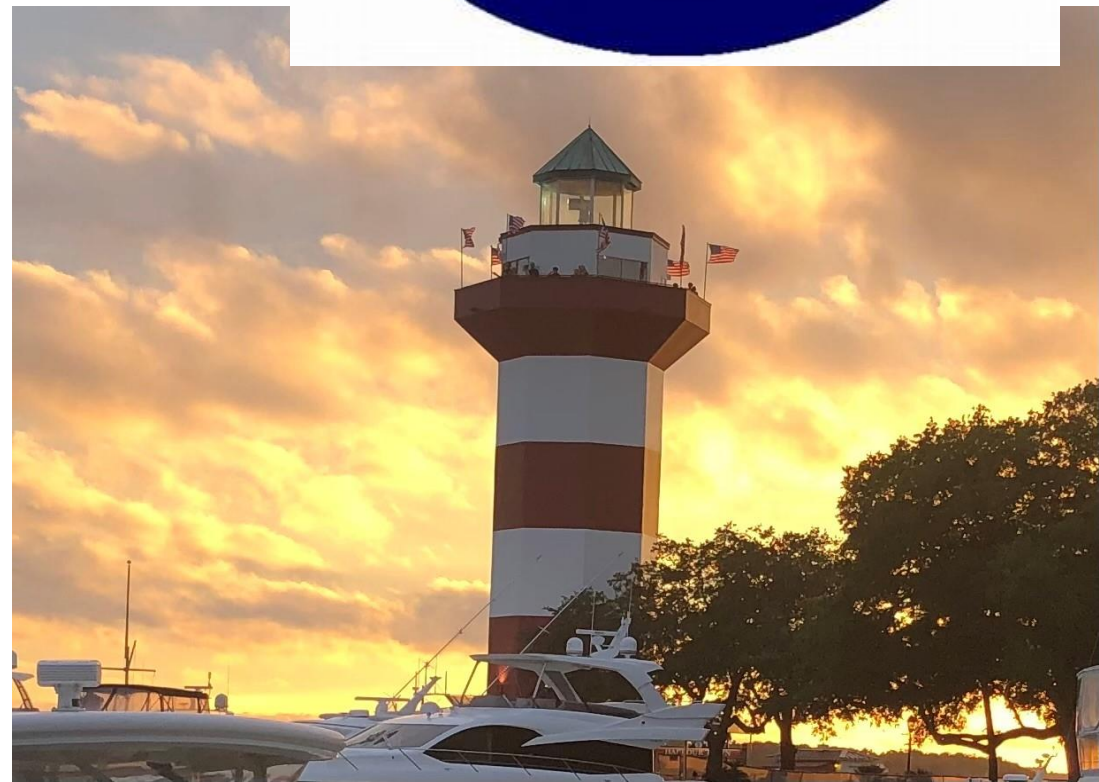
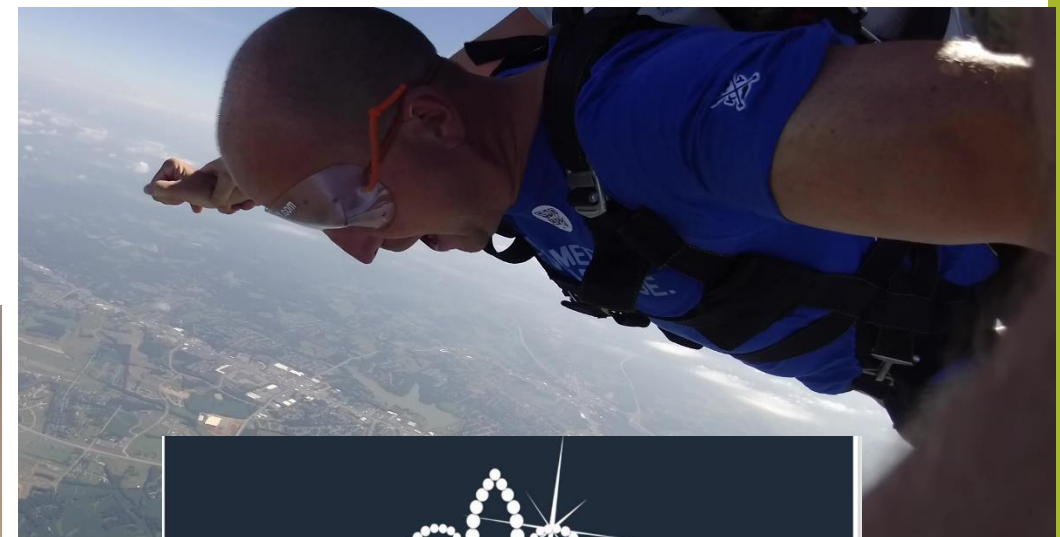
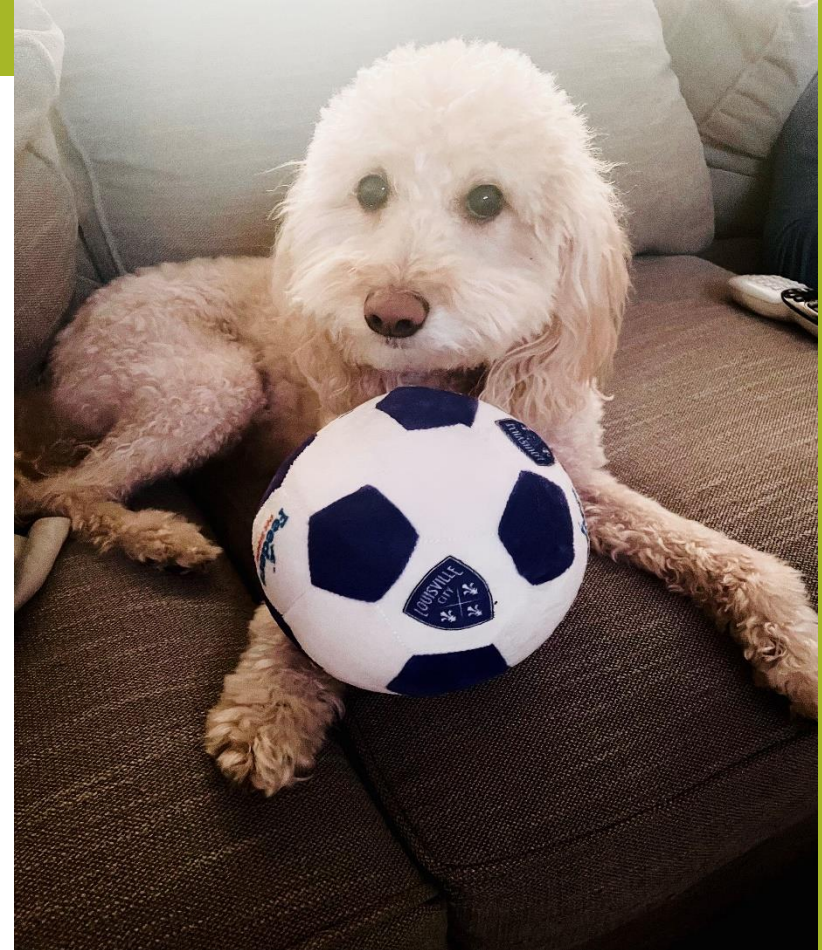




Strategic  
Leadership **WINGS**  
Conference





*Making soccer and  
resources accessible to ALL  
KIDS in our community!*



It's hard!

Diversify your offerings

Closing the gift is the easy part

Not every donor is equal

Stand out!



Relationships are everything

Be ok with being the orchestrator

Play the long game

Be a storyteller

Take time for you and have fun!

# Best practices