



The Mindset and Methods for  
YOUR Major Gift Success!

## Putting on your PIVOT POWER

Name: \_\_\_\_\_

Date: \_\_\_\_\_

**Success in your fundraising...and life... today depends on your Pivot Power!**

**Remember, it takes:**

**P = Persistence** – gracious persistence. But don't make excuses.

**I = Information and Innovation** Constantly seek new knowledge and new ideas.

**V = Vision** Dream Big. Believe Big.

**O = Optimism** Be the bright spot for others.

**T = Take Action** Small pivots move us past fear to change.

I. What I do now – in my fundraising – because, "I've always done it that way" and it's time to pivot. Reflect and be honest....you know what needs to be on this list!

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II. What I do now – in my life – because, "I've always done it that way" and it's time to pivot. Reflect and be honest....you know what needs to be on this list!

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III. Rank the pivots above. What are my next steps to pivot my #1 above? Who should be involved in a conversation? Where do I need help making a pivot? Who will be concerned/afraid about making a pivot?

IV. By WHEN will I take action of making this pivot? \_\_\_\_\_