



## Talking About Exponent Philanthropy

These talking points are for solely for guidance. To personalize the conversation, we encourage you to create your own “elevator pitch” based on your experience as a member.

### Top Member Benefits

1. Annual benchmarking data and online sample documents
2. Q&A Service, which invites members to call our staff with questions about any aspect of foundation operations
3. Member discounts (e.g., D&O insurance, HR support, GuideStar due diligence products), which many say more than cover the cost of membership
4. Access to an experienced community of similarly situated (leanly staffed) funders

### Dues

Flat, affordable annual dues structure with two tiers based on member needs:

- Signature: \$750
- SignaturePLUS: \$1750 (includes all benefits of Signature membership plus up to 10 hours of legal guidance from lawyers with expertise in foundation and nonprofit law)

### Elevator Pitch

*Exponent Philanthropy is the country’s largest philanthropic membership organization and the only one dedicated to funders who practice philanthropy with few or no staff. You’ll find valuable and practical resources, programs, and connections that help funders be increasingly effective grantmakers. The community is helpful to all kinds of leanly staffed funders regardless of funding priorities, years of experience, or where they are in the philanthropy lifecycle.*

### Create Your Own Elevator Pitch

Why I’m a member

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How Exponent Philanthropy has helped me

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The benefits I find most valuable

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