

April 5, 2019

Dear fellow funder,

One of my favorite things is talking with members. It's inspiring to hear about your passions, and it is especially heartening to learn how a connection made through Exponent Philanthropy, or one of our resources, helped you overcome a challenge and accomplish great things.

One recurring question I'm asked touches on the many organizations that serve funders and how *you* determine those that provide you value and warrant your support. It's a decision I personally face as a foundation trustee and as an individual donor.

With that recurring question in mind, I'm pleased to share a preview of the four goals of our forthcoming strategic plan because they go to the heart of why Exponent Philanthropy is worthy of your support.

I hope you will join me in supporting Exponent Philanthropy's annual fundraising campaign.

1. **Amplify and increase the impact of lean funders**—Our commitment to lean funders remains as strong as ever. In the years ahead, you can expect more offerings to help you achieve maximum impact.
2. **Build a broader and deeper Exponent Philanthropy community through sharing and collaboration**—From our earliest days, our welcoming community has been the “secret sauce” that fuels our collective strength. We are committed to growing and strengthening our community and creating more opportunities for meaningful connections.
3. **Advance diversity, equity, and inclusion internally and externally**—Recognizing that equitable and inclusive practices result in greater philanthropic impact, we will continue our learning journey to better understand the systemic and cultural inequities that exist in our society and to provide practical guidance on how to incorporate this mindset into your philanthropy.
4. **Maximize the relevance and accessibility of our offerings to a variety of lean funders**—Among our core values is the notion that “one size does not fit all.” We intend to provide valuable resources and programs in a variety of formats that appeal to all learning preferences, funder types, and experience levels.

Our strategic plan is the result of wide-ranging input from members, partners, and stakeholders, along with active participation by our board and staff. It will serve as our compass in the years ahead, and I'm thankful to everyone who helped bring the plan to life.

The challenge now is implementation of our new strategic plan – and to be blunt, that takes money.

Today I'm asking you to affirm your commitment to our mission and belief in our shared future by joining me in making a meaningful contribution to fuel our next stage in our growth and development.

Exponent Philanthropy is the only organization dedicated to serving funders like *you*. We understand, better than any other organization, your unique needs, challenges, and aspirations. We are about funders like you—and only you—who are committed to minimal overhead and maximum impact.

Your contribution today will help us help you, as well as the thousands of funders like you who are improving communities across our country and around the world.

Thank you for your consideration and I look forward to sending you a letter of appreciation for your support.

With my best wishes,



Henry L. Berman
CEO

P.S. Membership dues cover less than 50% of our operating costs. Your support allows us to maintain our high-quality programs and services as well as respond to the ever-changing needs of our member community. **Please consider a meaningful contribution this year to support general operations as well as the implementation of our new strategic plan.**