



HOW TO BE A SUCCESSFUL PROJECT MANAGER

Joy to the World Newsletter

AUGUST 2015

What's your story?

by Darius Rotea

If there's one thing our society does not lack it is more information. There is so much information available today it can be overwhelming at times. What people want is faith. People want to have faith in you, your goals, your dreams, and in the story that you tell. It is faith that moves mountains not information. Faith must have a story to sustain it. A story is your path to creating faith. Telling a meaningful story to donors can do something for you that mere facts and information cannot. People often times value their own conclusions more than they do yours. This can be done by introducing them to a story that can become personal to them. Unfortunately, it is human nature for people to believe that your gain is their loss. To donate to you means that you are receiving something valuable for which they worked hard. You need to tell a story that demonstrates that you are the kind of person that they can trust. Here is one of the questions people want to know before they can trust you.

Who are you?

It is much more believable when you demonstrate who you are rather than tell a prospective donor who you are. A story lets you demonstrate that. I can tell you that "I

am a very compassionate person". Or I can tell you a story about this past spring when I went to Nicaragua. I helped prepare and cook soup for hundreds of children in a local village who were malnourished and hungry. It broke my heart to see these beautiful children desperate to get a bowl of food. Some of these children shared their food with their younger siblings.

My story helps you come to your own conclusion about me. Most people will probably conclude that I am compassionate even though I never mentioned anything about myself. Personal stories let others see "who" you are better than any form of explanation. One of the best ways to connect with someone is to be vulnerable with them. Telling a story and sharing your thoughts and feelings can open a channel of trust.

I encourage you to sit down and think about your story. Who are you? What makes you tick? How can you demonstrate through a story what your character is like and what makes you trustworthy?

In the next issue we will take a look at how to show donors and potential donors why you are here. Blessings!



Who are you?

Find out how to effectively show your donors and potential donors who you are!

In this newsletter



Why am I here?

In the next newsletter we will find out how to effectively show donors and potential donors why you are here!

In the next newsletter

Recent News

-Is it time to fine tune, get going, grow, redefine, develop, plan or resolve to get moving in your ministry? Here is your opportunity! We will be hosting a “**Growing your Project Seminar!**”

Where:

Foundation Offices

5550 Tech Center Dr Colorado Springs CO 80919

When:

Thursday **Ocotober 8th 9:30-3:00 PM**

Please **RSVP** today since lunch is being provided!

-**3rd Quarter Updates are due!!** Please remember to send an update of your project’s charitable activities at least once every 3 months. Without an update your file may be out of compliance.

-Stay tuned for information on a **donor portal!** This will give donors the ability to log in and see their donation history. - Coming very soon!

Contact us at:

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