



NO ONE  
NEEDS

**Another Walnut Plaque**

*Creative and Sustainable Stewardship*



**WHAT  
DOES IT  
LOOK LIKE  
IN YOUR  
ORGANIZATION?...**







VOLUNTEER  
OF THE  
YEAR  
  
JOAQUIN ROSS



Big Brothers Big Sisters  
Appreciation Award  
  
Presented to  
  
*Tammy Haislip*  
  
In Appreciation For Your  
Dedication & Commitment

**PROTECH**  
Networks. Systems. Services.  
  
CHALLENGE  
OF CHAMPIONS  
  
Recognition  
Award  
  
Patrick D.

AWARD of  
*Excellence*

presented to  
  
**Camille D.**  
Thank  
  
Thom

*Shining Star  
Award*

Presented To  
  
*Thomas Anderson*  
Distribution Manager

\*\*\*\*\*  
  
In recognition and appreciation  
of Outstanding Leadership in  
revolutionizing our operation.

\*\*\*\*\*  
  
Moore Fixtures  
Atlanta Distribution Center

*The  
Diamond  
Recognition  
Award*

PRESENTED TO  
  
**JEFFERY KELLER**

ON THIS THIRTY-THIRD ANNUAL CONVENTION IS MORE IMPORTANT  
THAN EVER, WE THANK YOU FOR HELPING OUR  
MEMBERS TO PROSPER AND GROW

IN RECOGNITION  
OF

The NYPD 39th Precinct's Exemplary Service  
to Protect & Improve the Quality of Life  
in the District Under the Extraordinary Leadership of

**THOMAS ANDERSON**  
Deputy Inspector

We Thank You for Your Devotion, Dedication and Hard Work.  
You are an Important Part of Our Community!

Presented at the  
Howard Street Business Improvement District  
18th Annual Convention

April 2017

*President's Club*

**THOMAS  
ANDERSON**

In Recognition of Your Outstanding  
Customer Commitment and  
Annual Sales Achievement for 2017

2017  
PRESIDENT'S  
AWARD

*Million Dollar  
CLUB WINNER*

FOR OUTSTANDING SALES ACHIEVEMENT

*Michelle Fredilla*

**SIEMENS**

**Leadership Award**

\*\*\*\*\*

Honoring  
**Jennifer Stiller**

In Appreciation of your Leadership and Continued Support  
October, 2011

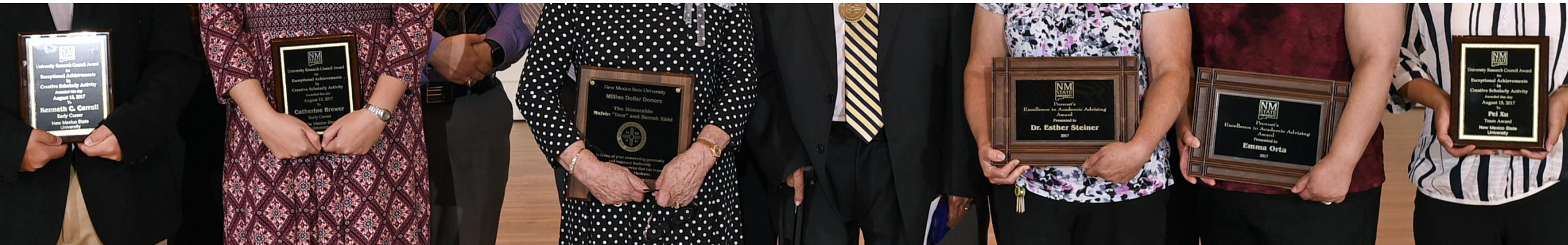


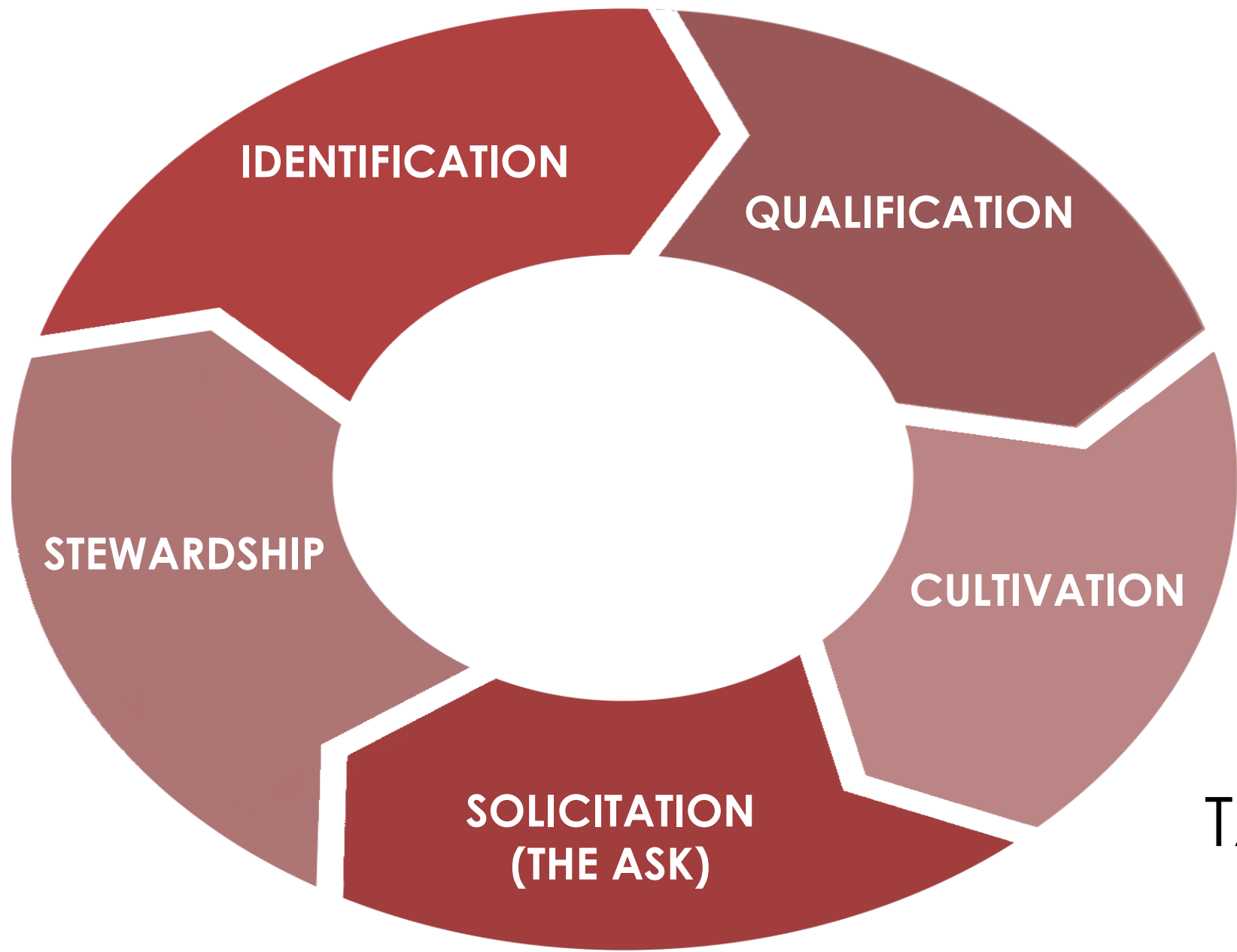












# MOVES MANAGEMENT CYCLE

ENTIRE PROCESS  
TAKES **18 MONTHS**  
ON AVERAGE

# STEWARDSHIP BASICS

How many times  
should you thank a donor?

What are the ways  
you should thank a donor?

The basics of  
stewarding donors...



# CREATIVE STEWARDSHIP

Who in your database needs  
to be thanked?

Why?...  
Why not?



**WHO NOT  
TO THANK  
AT PUBLIC  
EVENTS...**





# IDEAS...





# OTHER IDEAS

MSU example

HoF and Leadership Academies

Social Media/Website Recognition

Other Ideas...

# **SMALL SHOP & LIMITED BUDGETS**

Photos

Handmade notes/cards

Things made at...

Nominating for awards

Phone calls

Letters/Notes



# DIVERSE COMMUNITIES AND STEWARDSHIP

Starbucks Coffee:  
One size does not fit all

Families

Communities

Women



# **BAD STEWARDSHIP IDEAS**



# IMPORTANT THINGS TO REMEMBER

Listening is mandatory

Personalization is critical

Creativity is the key

Quid pro quo = NOT

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