

The logo features the word "Kinetic" in a white, bold, sans-serif font. A small yellow dot is positioned to the left of the letter "K".

Kinetic

Unleashing *Your* Power of Philanthropy



We couldn't be happier with our long-term partnership with the Kinetic team. Because of their wise counsel and inspiration, we have been able to more than double the charitable support coming to the University through our *Bright Futures* campaign. In addition to generating record giving to the institution, they have played a major role in assisting us in identifying and engaging an entirely new generation of volunteer fundraisers and advocates. We are so excited about what the future holds as, together, we launch our newest campaign.

– Jon D. North, Ed.D., MBA, CFRE, Vice President University Advancement, MidAmerica Nazarene University Olathe, Ks. USA





• YOUR POWER OF PHILANTHROPY

Kinetic is a catalyst for impactful fundraising. At the heart of what we do is helping our client unleash their power of philanthropy. This synergistic relationship occurs when donors, volunteers and nonprofit professionals work together to accomplish more than any person, act or organization could do alone. We empower our clients to build lasting connections with the understanding that:

- Donors want their philanthropy to impact causes personally important to them.
- Volunteers want their talent and relationships to advance causes important to them and that enable others to give meaningfully.
- Nonprofit professionals are optimally engaged when donors and volunteers are fulfilled and goals are met.

Since its founding in 1987, Kinetic's team of consultants, employees and allied professionals has supported clients of all sizes and from all sectors in North America – including all 50 U.S. states and Canada – Europe, Australia and Central and South America to raise billions of dollars worldwide.

Kinetic is committed to providing creative, research-based fundraising counsel utilizing the highest standards of ethics and excellence.



• **WHAT CAN KINETIC DO FOR YOU?**

As a full-service fundraising consulting company, Kinetic offers a diverse range of services customized to meet all of your fundraising and executive service needs.

For nearly four decades, we have served thousands of clients in all sectors.

Our recent clients include:

- Big Brothers Big Sisters
- Boy Scouts of America
- Boys and Girls Clubs
- Community School of the Arts
- Gradel Institute of Charity at New College Oxford
- Harvesters, The Community Food Bank
- Kansas City Zoo and Aquarium
- Loudoun School District
- Metropolitan Community College Foundation
- Mi Esperanza
- MidAmerica Nazarene University
- National WWI Museum and Memorial
- Northwest Arkansas
- Northwood University
- Open Avenues
- Phillips Fundamental Learning Center
- Starlight Theatre
- The Salvation Army
- YMCA/YWCA





“

We still pinch ourselves that we met our Mabee goal and exceeded our campaign goal during a pandemic! I recognize that this is because of our contract with Kinetic. I speak for the board and campaign committees when I say we couldn't have done it without their leadership. Our team has grown significantly with the guidance Kinetic provided us.

*– Jeanine Phillips, Executive Director
Phillips Fundamental Learning Center
Wichita, Kansas*



• OVERVIEW OF SERVICES

Kinetic's team of fundraising professionals transforms nonprofits throughout the world. By igniting a new energy among staff, volunteers and donors, Kinetic helps unleash your power of philanthropy. Services are customized to meet your organization's most pressing needs.

Our proprietary Integrated Fundraising CampaignSM is the comprehensive capstone of our service portfolio. It blends the best strategies of capital and endowment campaigns with a goal of increasing operating support. It builds capacity, relationships, confidence and a solid path to long-term fundraising success.

Other services include:

Pre-Campaign Study

An essential first step prior to launching a campaign, the Pre-Campaign Study allows us to ask the tough questions, test the capacity of a campaign and set the stage for success.

Campaign or Fundraising Counsel

Campaign Counsel allows you to attract substantial support without compromising regular giving during a campaign. Through Fundraising Counsel, we help enhance your regular giving program and provide general fundraising counsel not related to a campaign. We facilitate strategy and plan development, as well as the identification, cultivation and enlistment of leadership with either approach. If estate pledging is your focus, we will work with you to establish a strong estate pledging program to improve your organization's opportunity for growth and long-term security.

• OVERVIEW OF SERVICES (CONTINUED)

Campaign or Fundraising ManagementSM

Campaign or Fundraising ManagementSM are effective alternatives for organizations that want to outsource work to qualified, self-managed fundraising professionals. In this relationship, we assign a multi-disciplinary Campaign or Fundraising Management Team to your initiative. We take responsibility for successfully leading your development program and are accountable to the established campaign or general fundraising benchmarks. This approach provides you our full, diverse expertise and gives you confidence that your sophisticated team will not only raise necessary funds but build relationships for the long haul.

Comprehensive Development Plan

A Comprehensive Development Plan delivers a tailored organizational overview for your development plan and fundraising operations. Customized counseling provides targeted observations and detailed recommendations to motivate your institution to raise more money.

Charitable Foundation Grant Research and Writing

We help you tackle the important job of seeking charitable foundation funding. Our team researches customized charitable foundation grant opportunities, reviews grant proposals, writes and submits grants (depending on the level of counsel) and helps facilitate relationships between charitable foundation officers and your organization.

Prospect Research

Prospect Research helps you identify key individuals with the capacity to provide significant financial support and the potential interest to do so.





Having worked with the Kinetic team for over 20 years, I have always found them to bring structure, discipline and accountability to our work. They provide an invaluable service in equipping our board and campaign cabinet with a deeper understanding of fundraising and major gifts philanthropy. With their support, we have consistently exceeded our goals. They are great partners in philanthropy.

*– Matthew Naylor, PhD, President & CEO
National WWI Museum and Memorial
Kansas City*

• OVERVIEW OF SERVICES (CONTINUED)

Board Development

Board Development prepares and strengthens key volunteers for their roles as fundraisers and leaders.

Training and Mentoring

Training and Mentoring offers formal and informal opportunities for skill building, resource development and problem solving—tools your team needs to strengthen its operations, focus and success. Services are tailored to your needs.

Executive Search

Our Executive Search helps you define, seek, identify, screen and select key professional leadership for your organization.

Strategic Planning

Strategic Planning guides your organization through reviewing the big picture. It refines vision and mission, relevance and direction and creates a plan to achieve your goals.



• MEET OUR LEADERSHIP



Matthew Beem, PhD, CFRE
Chairman and CEO



Karin Cox, MFA
President



Terry Gibson, MBA, CPA
Chief Operating Officer



Janell Johnson, MPA
Chief Growth Officer



Ross Pfannenstiel
Chief Consulting Officer



Tammy Weinman
Senior Vice President
of Support Services

Resources to Help Unleash Your Power of Philanthropy

Kinetic provides nonprofits with professional fundraising counsel, management and expertise, including nationally recognized speakers.





Big Dreams Deserve Big Plans and Circle Ten Council is proud to partner with the staff at Kinetic as we develop our big plan to raise \$30 million in support of our camps and service centers. Kinetic has worked tirelessly behind the scenes to prepare us to launch our campaign. Circle Ten is prepared and ready to launch our Big Plan because we have Big Dreams!

*– Samuel Thompson, Scout Executive/CEO
Boy Scouts of America
Circle Ten Council
Dallas, Texas*

• KINETIC CONSULTANTS WORK GLOBALLY



United States of America

Portland, Ore.

San Francisco

Santa Barbara, Calif.

Los Angeles

San Diego

Phoenix

Albuquerque, N.M.

Wichita, Kan.

Kansas City, Mo.

Oklahoma City

Tulsa, Okla.

Dallas

Columbia, Mo.

Bentonville, Ark.

Fayetteville, Ark.

Shreveport, La.

Minneapolis

Milwaukee

Chicago

Detroit

Indianapolis

Columbus, Ohio

Portland, Maine

Boston, Mass.

New York City

Washington, D.C.

Richmond, Va.

Greensboro, N.C.

Raleigh, N.C.

Wilmington, N.C.

Winston-Salem, N.C.

Wrightsville Beach, N.C.

Columbia, S.C.

Greenville, S.C.

Charleston, S.C.

St. Augustine, Fla.

Fort Myers, Fla.

Miami Beach, Fla.

Miami

International

Plymouth, United Kingdom

Oxford, United Kingdom

Toronto, Canada

San Salvador, El Salvador

Honduras

Czech Republic

Sydney, Australia





“

Kinetic has built us a foundation to move forward and instilled in me a confidence I never realized I had before that empowers me to face the future with confidence.

– *Janet Hines*
Executive Director
Mi Esperanza
Tegucigalpa, Honduras

Unleashing *Your* Power of Philanthropy.

Kinetic

P.O. BOX 410046 · Kansas City, MO 64141 USA

+1 866-630-8500 · info@KineticFundraising.com

KineticFundraising.com