

Brian Saber



Bio / Profile

Author / Speaker Brian Saber is a renowned fundraising expert, President of Asking Matters, and a dedicated advocate for charitable causes.

Brian has made significant contributions to the nonprofit world by introducing the introspective tool known as Asking Styles. Through this quick-to-use and easy-to-understand self-discovery quiz, close to 100,000 nonprofit professionals around the globe have learned how to successfully leverage the strengths of their own personalities when soliciting donations—and how to create an inclusive environment for everyone who self-identifies as an introvert.

Brian is the author of "Fundraising for Introverts: Harnessing Our Powers for What Matters." His other business books are "Asking Styles: Revolutionize Your Fundraising," "Boards & Asking Styles: A Roadmap to Success," and "Engaged Boards WILL Fundraise." Through his books, webinars, trainings, and consulting, Brian offers invaluable guidance on increasing board involvement in fundraising, growing major gift programs, developing and executing capital campaigns, and more.

As a trainer, speaker, and strategist, Brian specializes in teaching cause leaders about fundraising techniques, while actively dispelling myths and debunking stereotypes that surround the art of asking. Brian shares how he personally has secured hundreds of millions of dollars in funding through face-to-face solicitations. His expertise is particularly valuable for nonprofit organizations with budgets under \$10 million, where board members play a critical fundraising role. He deeply understands and addresses the unique challenges smaller nonprofits commonly face.



About the Book

Fundraising for Introverts

Harnessing Our Powers for What Matters
by Brian Saber

It's time to put to rest the stereotype of a fundraiser, and to understand and extol all the incredible qualities introverted fundraisers bring to the table. Whether you're an introverted fundraiser wanting validation and understanding, or you're someone managing introverted fundraisers who wants to harness all their great qualities, or you've considered fundraising but wondered if it was for you given your introversion, *Fundraising for Introverts* provides an inspiring guide to you.

In this groundbreaking book, self-professed introvert Brian Saber makes the case for his fellow introverts. Through research and his 38 years of fundraising, Brian dispels misunderstandings and brings great clarity to the subject.

Group discounts available for orders of 10+ copies.



Fundraising For Introverts

Harnessing Our Powers For What Matters
by Brian Saber



Other books by Brian Saber include:
"Asking Style: Revolutionize Your Fundraising,"
"Boards & Asking Styles: A Roadmap to Success," and
"Engaged Boards WILL Fundraise!"



For info and interviews, contact us at
www.BrianSaber.com/hello

ASK Brian

When it comes to donor relations, fundraising expert Brian Saber is the go-to resource for executive directors, board presidents, and nonprofit leaders who want to elevate their fundraising strategies to achieve greater success for their cause. Brian provides practical fundraising advice so that nonprofit organizations can maximize their donation potential by harnessing the skillsets and personality strengths of their board members, volunteers and professional staff.

What's My Asking Style?

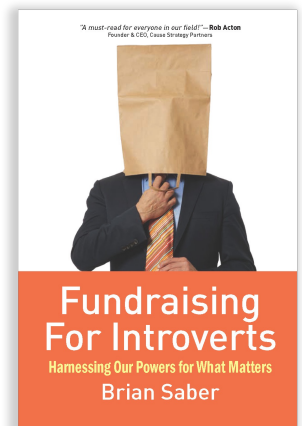
- What are the four types of fundraising styles?
- Is one asking style better than another?
- How does understanding your fundraising strengths impact the success of your strategy?
- What special strategies exist for the four different asking styles?

What if I am an Introvert?

- What is the modern definition of being an introvert?
- If I am an introvert, will I have to pretend to be someone I am not to succeed?
- What are my key strengths as an introvert?

What is the biggest myth about fundraising?

- How do old stereotypes get in the way of success?



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TALK TOPICS

TRAININGS: Two-Hour to Full-Day; In-Person, Virtual, or Serial Sessions; 60-to-90-Minute Live Webinars

Executive Directors, Board Presidents, Professional Staff, Volunteers, and both Introverts and Extroverts at-Large

Fundraising for Introverts

It's time to help bust the fundraising myths that run rampant in nonprofit communities around the world. Take a closer look at ways you can successfully create an inclusive environment where introverts can thrive and receive the respect and appreciation they deserve. Meet self-proclaimed introvert and highly successful fundraiser Brian Saber as he challenges stereotypes and celebrates the unique qualities introverts bring to the dynamics of fundraising. Whether you seek validation as an introverted fundraiser, aim to harness the strengths of introverts as staff and volunteers, or contemplate following your philanthropic passions as an introvert, you will find clarity and guidance. Based on the book **Fundraising for Introverts: Harnessing Our Powers for Good** by Brian Saber.

Note: Group discounts are available for bulk purchases of 10 books or more.

Development Teams, Campaign Chairs, and Fundraising Volunteers

Asking Styles: the Key to Fundraising Success

Understanding the Asking Styles of your development team is a gamechanger for your nonprofit. Brian Saber will help you unlock your full fundraising potential. Break free from traditional fundraising stereotypes and embrace your unique Asking Style. Discover how to overcome challenges and excel in donor interactions. Choose communication strategies that feel authentic to you, enabling you to engage donors with ease. Learn how to conduct impactful meetings that secure more gifts. Say goodbye to self-doubt and hello to a more confident and successful fundraising journey.

Executive Directors, Board Presidents, Professional Staff, and Campaign Chairs

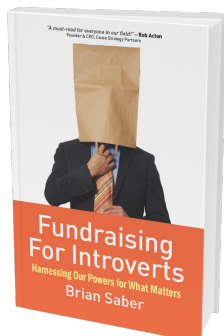
Engaging Your Board to Raise Funds

Learn how to overcome the common and not-so-common obstacles that prevent board members from becoming effective fundraisers. Brian Saber provides the guidance and motivation your board needs to raise more funds. Learn how to use the introspective tool known as Asking Styles. Unlock the potential of your board by understanding the individual and collective strengths of everyone on the team. Foster collaboration and empower cause leaders with the roadmap they need to drive your nonprofit to meet your future goals.

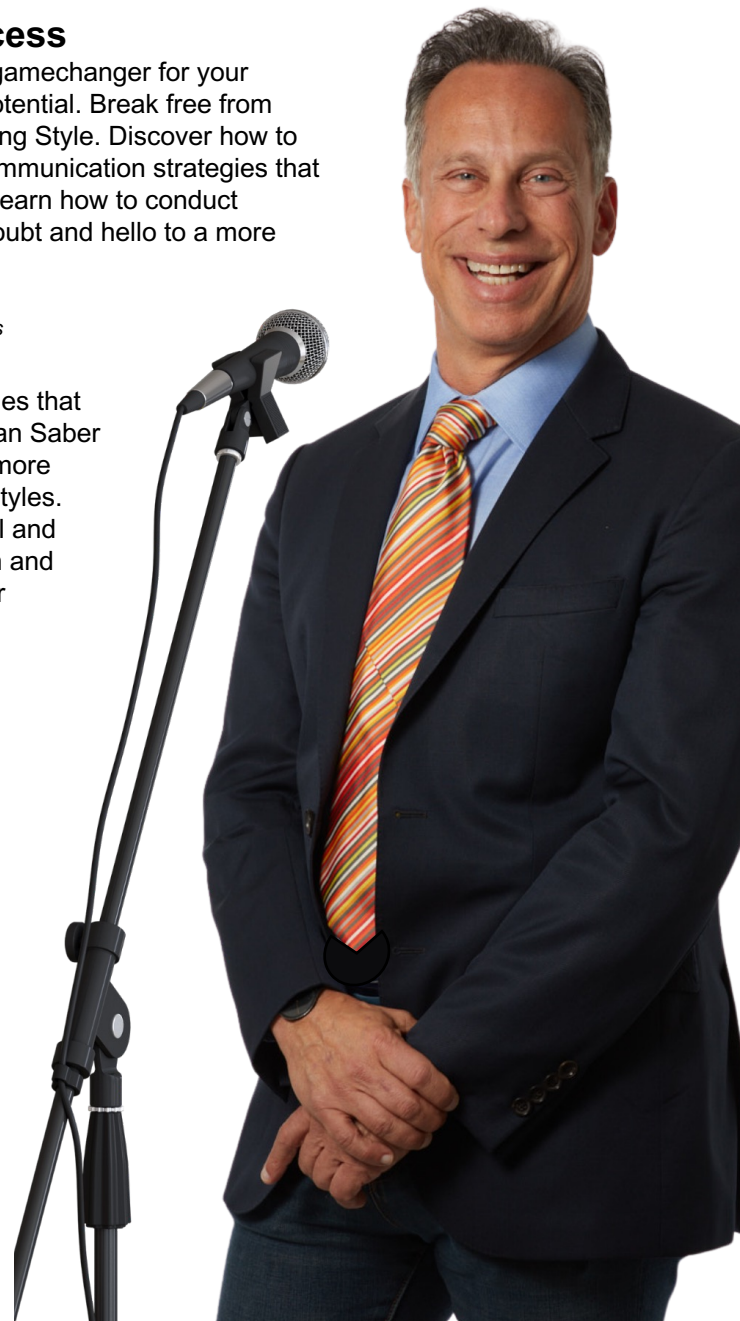
Need a special focus? Just ask Brian.

Other popular topics include:

- Major Gifts in Two Hours a Week
- Inspire Your Board to Give Generously
- Why Asking Matters
- The Role of the Asker
- Strategies for Year-Round Cultivation
- Dangers of Quid-Pro-Quo Board Fundraising



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Applause for Brian Saber

"...Brian is an excellent presenter! He understands the unique styles of individuals and their ability to approach donors. He clearly presents helpful methods for differing personalities in 'making the ask.' His methods and strategies give people confidence that they can do a major ASK..."

– **SISTER MARY ELIZABETH**
CHANCELLOR, ARCHDIOCESE OF
LOS ANGELES

"...incredibly helpful to the group, most of whom were new to fundraising. Brian provided them with the tools to feel comfortable with their Asking Style, and the confidence to approach new donors. We're looking forward to a great year of asking!..."

– **Emma Haberman,**
American Institute of
Architects/New York Chapter

"...easily the most engaging and informative presentation I've ever attended! Thank you for all your hard work!..."

– **Kevin Blackburn,**
Executive Director, Kids Making It

"...Brian's expertise is exceptional, and his affable style and personal manner were exactly what we needed to ensure our volunteers felt comfortable and confident for the campaign...I highly recommend Brian and his team..."

– **Karen Gair,**
Director of Development &
Community Relations, Monte
Sant' Angelo Mercy College

"...Brian Saber is a phenomenal speaker and is very current with the asking world of Development. We hosted Brian for our November Women in Development program regarding "What is your Asking Style?" It was after this presentation that I had professionals in the industry for over 20 years come up to me and said that this was the best program they have been to and how enlightened they were with his wealth of information..."

– **Erica Warner, Program Co-Chair**
Women in Develop of Northeast
New York

"...Brian's deep expertise and experience combined with his low-key personal style really resonated with a skeptical audience. The "asking styles" gave our board members permission to be themselves, alleviating much of the anxiety around asking individuals for major gifts..."

– **ANDREA KAUFMAN,**
MID-MINNESOTA LEGAL AID

"...Brian has made a tremendous impact on our organization. He created a 6-month training for our entire national network - 50 chapters - that has been very effective in every way. The combination of webinars, group coaching calls and individual coaching calls has helped him build the fundraising skills of every chapter. He's a master trainer, incredibly knowledgeable, and has an engaging personality!..."

– **Barbara Shaffer,**
Senior Director of Chapter
Services,
Prevent Child Abuse America

PAST CLIENTS HAVE INCLUDED:

Boys and Girls Clubs of America
Volunteers of America
The Arthritis Foundation
Boys Hope Girls Hope
The National Association of YMCA
Development Officers
Baruch College Foundation
Crohn's & Colitis of Canada
Cystic Fibrosis Foundation
Hazelton Betty Ford Foundation
Prevent Child Abuse America
Overlook Hospital Foundation
Archdiocese of Los Angeles
National Public Radio
The Artist Book Foundation
Visual Arts Center of New Jersey
League of Chicago Theaters
United States Olympic Committee
Children's Brain Tumor Foundation
Lambda Legal Volunteer Lawyers
American Society of Botanical Artists
National Council on Problem Gambling
Staten Island Not for Profit Conference
American Institute of Architects of New York

THANK
YOU



BUSTING THE GIFT MYTH



Author Brian Saber quietly redefines the narrative surrounding fundraising by highlighting the tremendous contributions that introverts make in the nonprofit field.



In "Fundraising for Introverts," author Brian Saber challenges the stereotype that fundraisers must be extroverted by highlighting the unique qualities and strengths that introverted fundraisers bring to the table. Drawing on his extensive experience in fundraising and research on the topic, Saber aims to dispel misunderstandings and provide clarity on a topic that is close to his heart. A self-proclaimed introvert, Brian has written a business book that acknowledges the need to leverage the skills of introverted fundraisers who may feel their natural tendencies conflict with the perceived requirements of the profession. His book also caters to managers and leaders who oversee introverted fundraisers, offering insights on how to harness and leverage their exceptional qualities.

Saber emphasizes that introverted fundraisers possess an incredible range of innate qualities that can greatly contribute to their fundraising success. Some of these qualities often include:

Active Listening: Introverts tend to be excellent listeners, allowing them to understand donor needs and motivations deeply. This skill can help build strong relationships and foster meaningful connections with potential donors.

Thoughtfulness and Reflection: Introverts often spend time reflecting and thinking deeply, which can result in thoughtful and well-crafted fundraising strategies. Their natural introspective nature often allows them to analyze situations from various perspectives and devise creative approaches to engage donors effectively.

Empathy and Authenticity: Introverts often have a natural ability to empathize with others, allowing them to genuinely connect with donors on deep levels. Their authenticity and sincerity can build trust and strengthen relationships, which are crucial in fundraising.

Preparation and Research: Introverted fundraisers tend to excel in preparation and research, investing time in understanding donor interests and aligning them with the organization's mission. This attention to detail can lead to more personalized and tailored fundraising strategies.

One-on-One Relationship Building: While extroverts may thrive in large group settings, introverted fundraisers often excel in one-on-one interactions. They can create a comfortable and intimate environment that encourages open communication and deeper connections with potential donors.

Through "Fundraising for Introverts," Brian Saber aims to empower introverted fundraisers to embrace their unique qualities and succeed in their roles.

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