

Active Listening: The Key to Fruitful Donor Relationships

[To See and Be Seen](#) (David Brooks podcast)

[Never Split the Difference](#) (by Chris Voss)

[The Freedom of Self-forgetfulness](#) (by Timothy Keller)

Engaging Questions That Build Donor-Centered Relationships

- What was your journey in business/arts/medicine that brought you to where you are today?
- Would you mind sharing some of your faith story?
- What is your earliest memory of getting involved with a charity?
- Who taught you about giving and volunteering?
- What do you want to be remembered for?
- What type of legacy do you want to leave to your grandkids?
- If time and money were not a factor, what would you love to do to change the world?
- What issues or needs in your community or around the world keep you up at night?