



Ozrim Presentation/Discussion: Philanthropy, Stewardship

EC: *Definition of “Philanthropy” – From Greek, “Phil” = Loving + “Anthropos” = Mankind...*

Philanthropy: Loving People; showing love to people

Philanthropy is not just about money—in fact, it’s way more than money. It’s about people who care so much about something that they may invest their time as volunteers, or they may help share their knowledge or skills, or they may donate money.

CS: DISCUSSION: Have you ever participated in something that you really cared about that you would describe as philanthropy? Share...

DISCUSSION: How did it make you feel? Share...

There are people who went to Interlaken—or whose kids went to Interlaken or still go to camp here—and they love everything about camp. Because of this, they make financial investments—donations—to keep camp’s future strong. (Why)

EC: Philanthropy from people who love Camp Interlaken pay for things like the new ski boat you have this summer. (Other examples...)

CS: But people don’t usually just send money out of the blue to help camp. We need to ask them to make these investments. That is part of what philanthropy is.

And anyone has the ability to contribute. (amounts) The amount is not really important to us, because we know that when someone donates, they are donating what is a meaningful amount for them. It makes the donor feel good, and happy, because they have purposefully invested their money in something that really means a lot to them.

EC: There's another, very important part of philanthropy—maybe the most important part—and it's what we would like you to help us with. It's called Stewardship. (Explain)

CS: We would like you to help us in a stewardship activity: a thankathon. Each of you will have the opportunity to call two or three donors to camp. They all donated this past year. You'll call them, and you'll thank them for supporting camp—because you love camp.

You may only be leaving a voicemail message—in fact, that's most often what will happen—but if you're lucky, you may get the opportunity to say thanks to someone on the other end of the phone. You will make their day with this call! You're not asking them for money—you're only calling to thank them for helping make Camp Interlaken great.

We will give you sample scripts that you can use, but you should also feel like you can make your calls personal to you. Think about what you love most about Camp Interlaken. Think about what it was like to be a camper here. Think about your favorite activities or traditions at camp. That's what a donor wants to hear about.

EC: Just so you know, this summer most of the support we received went to purchase that new ski boat; so, if you're someone who loves waterskiing or tubing, you can tell the donor what an awesome time you've had using the new boat.

CS: These will be very short calls. You can get two or three done in less than 10 minutes. But that short message or conversation will make the donor's day.

We're going to role-play for you what a phone call might be like—first, if you're leaving a message, and second, if someone answers the phone.

(WE SHOULD MAKE SURE WE PAUSE AT POINTS TO SEE IF PEOPLE HAVE QUESTIONS—AND THEN ASK AGAIN AT THE END IF WE CAN ANSWER ANY QUESTIONS.)