

NAME * ROLE

Robin Heller, President, The Athena Advisors

Episode Notes

KEY IDEAS

- 1. We don't talk enough about the joy of fundraising and working in this sector.
- 2. Listening to individuals and coaching them in their roles develops their npo* futures.
- 3. There is enough - money & resources - for social change, but we must believe it.

QUOTE

The language is really important in negotiating salary. What this man said to me was Robin, "I say the next job I get my pay will be X", not "I want to be making X. I will be making X."

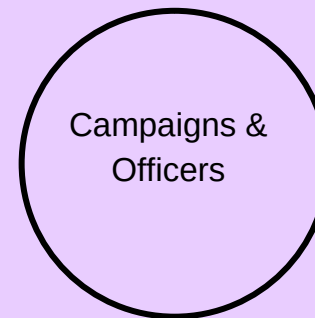


RAPID FIRE QUESTIONS

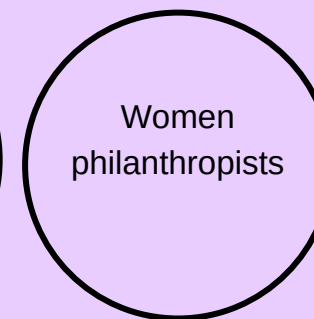
ADDITIONAL RESOURCES

(Fellowship) [Racing Upwards](#)
 (Podcast) [Negotiate with Impact](#)
 (Media) [Alliance Magazine](#), [Chronicle of Philanthropy](#)

*npo = nonprofit organisation



OVERUSED JARGON



INSPIRING TREND



NEXT-NEEDED ROLE