

Asking Styles & Your Board



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presented by

Brian Saber
president,
asking matters



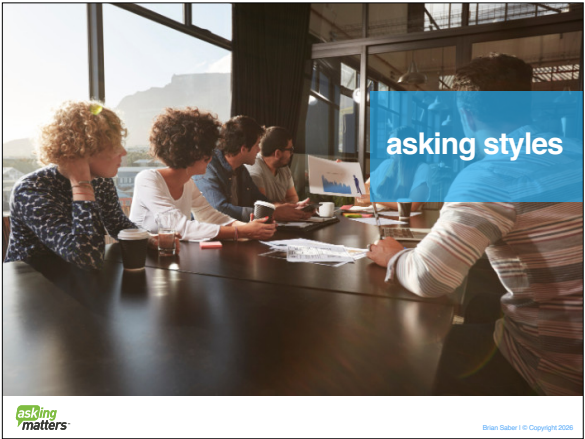
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agenda

- Asking styles
- Your board's asking style
- Leadership
- Strategic planning
- Fundraising
- Exercises



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asking styles

how do you take in information?

analytic =	inductive fact-oriented data to idea		intuitive =	deductive idea-oriented idea to data
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asking styles



asking styles

fact based
goal oriented
strategic
competitive
driven









asking styles

	ANALYTIC	INTUITIVE
EXTROVERT	fact based goal oriented strategic competitive driven  rainmaker	big picture high energy creative quick engaging  go-getter
INTROVERT	detailed thorough methodical responsible observant  mission controller	feelings oriented attentive caring thoughtful selfless  kindred spirit

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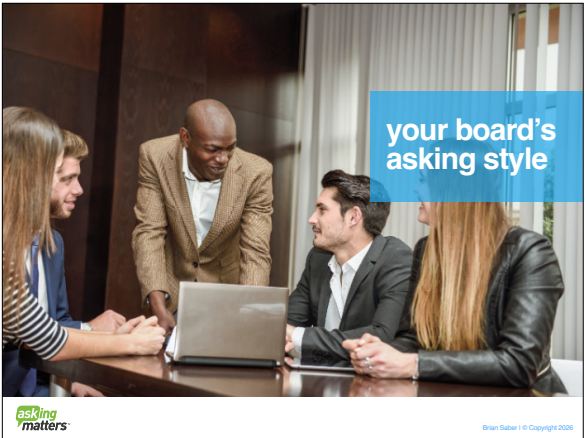
asking styles

The diagram is a 2x2 matrix with 'asking styles' at the top. The vertical axis is labeled 'EXTROVERT' at the top and 'INTROVERT' at the bottom. The horizontal axis is labeled 'ANALYTIC' on the left and 'INTUITIVE' on the right. Each quadrant contains a green square with a white icon and text, and a corresponding question.

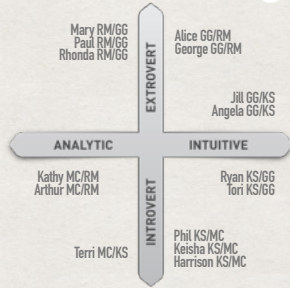
	ANALYTIC	INTUITIVE
EXTROVERT	 rainmaker what's the goal?	 go-getter what's the opportunity?
INTROVERT	 mission controller what's the plan?	 kindred spirit what moves my heart?

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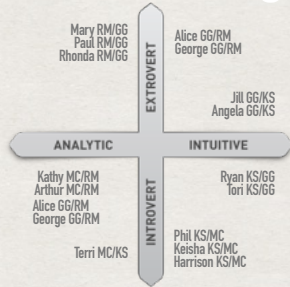
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your board's asking style



your board's asking style



your board's asking style



your board's asking style



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leadership



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leadership

keep everyone's
eyes on the prize



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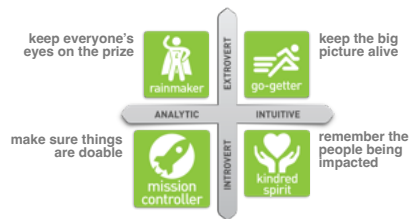
leadership



leadership



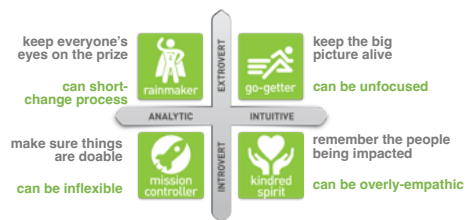
leadership



leadership



leadership



strategic planning

strategic planning



fundraising



fundraising



fundraising

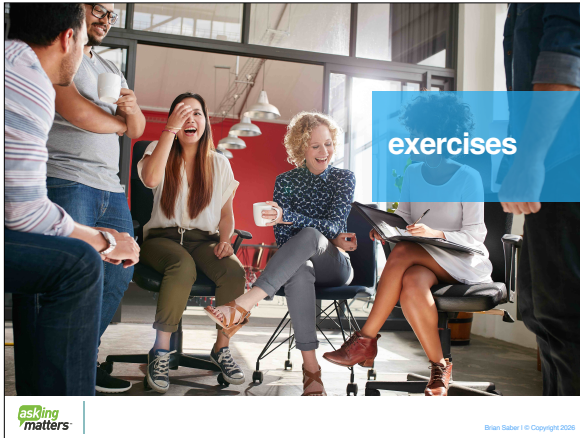


fundraising



fundraising





exercises

- choose someone you would partner with to solicit a donor
- take a guess as to their Style (share your Styles)
 - how do we complement each other?
 - what might our #1 challenge be working together and how might we address it?
- who would take various roles:
 - opening the conversation

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exercises

- break into groups of three
- everyone makes a 1-minute case for support for your organization
- 5-minute discussion on how each of your Asking Styles impacted your case
- repeat

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questions?



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takeaways
next steps



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takeaways

your board has an Asking Styles profile that impacts the dynamic and the work

a range of Asking Styles makes for a strong board

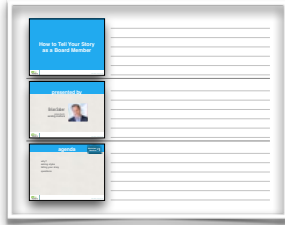
everyone can fundraise using their Style

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next steps

- you'll get a link to the recording, as well as a PDF of the slides and the handouts (with next month's newsletter)
- the recording will be in MP4 (video) and MP3 (audio) formats



[boards.askingmatters.com/your organization](https://boards.askingmatters.com/your-organization)

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