



Pitchmasters

How to create a successful pitch

Practice: Practicing your speech will help you feel more comfortable with it, and less nervous when you get up there. Try to rehearse out loud, and if you are able to practice with whatever equipment you will be using (microphone, projector...)

Eye contact: Be sure to make eye contact with the audience. Practicing your speech and being familiar with the subject matter will ensure that you don't have to look at your paper. The next step is to look at the audience. If looking at them makes you more nervous, choose points just above their heads to focus on.

Stories: Use anecdotes and be personable.

Opening: Open with your most important details. Don't make the listeners wait before you get to the core of your idea. Grab them from the get go.

Because: Emphasize the "because." When it comes to convincing others of an idea, always include them in the why, the "because" behind your idea. Don't just say, "Here's what I think we should do." Tell them why they should do it that way. A study conducted by psychologist Ellen Langer found that when listeners were clued into the "because" of why something was happening, their cooperation soared from 60% to 94%.

Closing: Close with a clear and simple request. Remember, you're only going to ask for one thing. And when you ask for that one thing, make your request as clear as possible.

Exit: Make a smooth exit. A person's memory of an experience is influenced the most by their impression of its beginning and its end. Leave on a positive note by making a smooth exit.

Philanthropy Shark Tank

A resource compiled by

The Jewish Community Foundation & NCSY

Sunday April 14, 2013



“The Program”

The Philanthropy Shark Tank takes a different approach toward social action. Nonprofit organizations need both volunteers and financial support in order to accomplish their mission of supporting the community. This program aims to draw a connection between your values and the organizations you support, expose you to various organizations in your community, and provide you with skills to be an intentional philanthropist. At the end of the day, YOU will determine which organization will receive \$1,000.

Phase 1: Values That Drive Philanthropy

(downstairs – music room)

Phase 2: Philanthropy Shark Tank

(upstairs – senior activity room)

Phase 3: Values Connections

(upstairs – senior activity/Jteam room)

Phase 4: Organization Fair

(downstairs – music room)

Phase 5: Organization Selection & Pitch

(downstairs – music room)

Phase 6: The Vote

(downstairs – music room)

The program will end after the vote. The organization that receives the most votes will be announced at lunch and will receive a check for \$1,000.

Top 5 things to know about an organization

- 1) What is this organization’s mission?
- 2) How many people does this organization serve?
- 3) What need(s) does this organization address in the community?
- 4) What has been this organization’s challenge?
- 5) What kind of impact would a donation of \$1,000 make on this organization?

The Jewish Gift Closet (G'mach)

8811 Production Ave.
San Diego, CA 92121
858-549-1877
sandiegogmach.com



Presenter: Helene Bortz and Myrice Goldberg

G'mach is an acronym for "Gemilut Chasadim" or "Deeds of loving-kindness". San Diego's Jewish Gift Closet is a place where people in the community donate items they have no use for so that people who need them can receive them. San Diego opened its own G'mach in June 2009 that serves countless families and individuals in the community.

Notes:

Values

Judaism provides a foundation for the values we want to see in our society. Each philanthropist must decide which values are the most important when choosing an organization to support. Please select one of these values as a lens through which to view each organization presented today.

Belonging

Justice

Growth

Leadership

Impact

Compassion

Personal Mission: The organizations that I wish to support with my *tzedakah* demonstrate a strong commitment to the value of _____

Anti-Defamation League

4950 Murphy Canyon Rd.
San Diego, CA 92123
858-565-6896
regions.adl.org/san-diego



Presenter: Rachel Lebowitz

The Anti-Defamation League was founded in 1913 "to stop the defamation of the Jewish people and to secure justice and fair treatment to all." Now the nation's premier civil rights/human relations agency, ADL fights anti-Semitism and all forms of bigotry, defends democratic ideals and protects civil rights for all.

The San Diego Regional Office has been serving the San Diego and Imperial Counties since 1978. Our office strives to keep the community safe through Education, Protection, and Investigation.

Notes:

Temple Adat Shalom Recycle Project

15905 Pomerado Road
Poway, CA 92064
858-451-1200
adatshalom.com



Presenter: Jenna Arocha

The Temple Adat Shalom Recycle Project is a religious school recycling program benefitting the Mosad Shalom Sunday school program. Grades K through 7 participate in collecting plastic, aluminum, and glass, all of which is sorted and counted each Sunday during the school year by a group of high school volunteers. Each week's collection is taken to a recycling center for reclamation. The proceeds from the month's recycling are directly sent to the temple and deposited in the school's account.

As part of the recycle program, the entire school also participates in a recycle education program that has featured guest speakers from Al Gore's non-profit business, *The Climate Reality Project*.

Notes:

Jewish Family Service

8804 Balboa Avenue
San Diego, CA 92123
858-637-3000
jfssd.org



Presenter: Melinda Wilkes

Jewish Family Service is *One Source for a Lifetime of Help*. When a family needs help following a disaster, when a family yearns to adopt a child, when a single parent can no longer make ends meet, when a senior needs food, transportation, or companionship—JFS makes a difference in people’s lives.

With more than 50 programs and services, JFS is dedicated to serving the entire community. JFS is serving more than 35,000 people annually throughout San Diego County and the Coachella Valley.

Notes:

Friendship Circle

16934 Chabad Way
Poway, CA 92064
858-487-4879
fcsdiego.com



Presenter: Elisheva Green & Jaydon Levitt

The Friendship Circle is a non-denominational organization that provides assistance and support to the families of children with special needs regardless of background, faith, race, color or religion. In addition to helping those in need, the Friendship Circle enriches its vast network of volunteers by enabling them to reap the rewards of selfless giving.

The Friendship Circle believes that every human being deserves the gift of true friendship. Friendship has a ripple effect on the community, impacting the lives of all involved, raising the consciousness of society at large.

Notes:

Folds of Honor Foundation

5800 N Patriot Drive

Owasso, OK 74055

918-274-4700

foldsofhonor.org



FOLDS of HONOR
FOUNDATION

Presenter: Jonathan Feldman

The Folds of Honor Foundation is rallying a nation to ensure no family is left behind in the fight to preserve American freedom. Through scholarships and other assistance, Folds of Honor gives back to the spouses and children of soldiers killed or disabled in service to our country. Folds of Honor provides healing, hope and an opportunity for dreams to be realized.

Notes:

Hillel of San Diego

8976 Cliffridge Avenue

La Jolla, CA 92037

858-550-1792

hillelsd.org



Presenter: Jennifer Paul

Hillel of San Diego, accredited by Hillel: the Foundation for Jewish Campus Life, serves an estimated 5000 Jewish undergraduate and graduate students at institutions of higher education across San Diego County. Students from all backgrounds are invited to participate in Jewish life on campus. Social, cultural, educational, and community service programs provide opportunities for students to build relationships with each other and develop Jewish community.

Notes: