

The Extreme Fundraising Ezine, Vol. II Issue 18

Welcome to the September 7th edition of Extreme Fundraising!

Today we're ending our series exploring how our hardwiring—our innate abilities as defined by the Highlands Ability Battery—affect the way we raise money. The past issues of this series are available in the archives at <http://fundraisingcoach.com/ezine.htm>.

In this issue, we'll look at the last of the five powerful Driving Abilities: Spatial Relations Visualization.

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I. Driving Abilities: Spatial Relations Visualization

The experts that created the Highlands Ability Battery found that Spatial Relations Visualization (SRV) may be the most important factor in determining job satisfaction. People high in SRV like to have something tangible to show for their work. Many people high in SRV work in careers involving intangible things like people and relationships. These people often reach their mid-life and wonder what they have to show for their life. Even if they've helped dozens of people lead more fulfilling lives as a counselor, since they don't have anything tangible to show for it—a book, a building, anything—they become incredibly depressed. They'll often say their work doesn't give them any "satisfaction."

Given the importance of spatial relations visualization, we'll look at the characteristics and challenges for people high, low, *and* in the mid range of this ability.

******HIGH SPATIAL RELATIONS VISUALIZATION******

CHARACTERISTICS

People high in SRV are structural thinkers. They like dealing with tangible, "real," concrete things. They especially need to have something concrete to show for the work they do. They find it very easy to manipulate 3-dimensional objects in their mind. They have no problem translating 2-dimensional plans into 3-dimensional structures.

One of my friends is very high in SRV. This summer he added an addition to his home that basically doubled the house's square footage. But he did the whole project without written plans and did it without any problems! High SRV people can do things like that.

CHALLENGES

One of the biggest challenges for high SRV people is realizing that not everyone sees the world like they do! Since nothing seems real unless you can touch and see it, people high in SRV can

find it very challenging to deal in the realm of feelings and emotions. They will ultimately be dissatisfied with any work that is completely abstract.

******LOW SPATIAL RELATIONS VISUALIZATION******

CHARACTERISTICS

Since people low in SRV have no need to deal with concrete things, they are quite comfortable in the worlds of emotions, relationships, and ideas. They're even comfortable in the realms of law and numbers. They'll find themselves pulled toward careers such as counseling, teaching, and politics.

CHALLENGES

People low in SRV tend to be so comfortable in abstractions that they tend to overlook the connections between the abstract world and the real world. They also find it very challenging to enjoy working with hands-on tools or projects.

******MID SPATIAL RELATIONS VISUALIZATION******

Spatial relations visualization is such a strong driver that people in the mid-range, those that exhibit some high SRV tendencies and some SRV tendencies, need to be particularly intentional in planning their tasks. These people may not need to have an SRV outlet in their day-to-day jobs but they should seek hobbies that rely on this ability. Good SRV hobbies include: gardening, landscaping, vacuuming, ironing, martial arts, making pies and cookies—anything that has tangible results.

Taking the Highlands Ability Battery is the best way I've found to help determine whether you are in the high, low, or mid range of spatial relations visualization. If you haven't yet taken the Highlands but are feeling dissatisfied in your life even after working through the other abilities we've discussed, why not try completing something with a concrete result. If you feel more at peace, more centered, more satisfied, you may be mid to high range SRV.

******IMPLICATIONS FOR FUNDRAISING******

Because spatial relations visualization is such an important factor in job satisfaction, it can be incredibly important in your life as a fundraiser. Much of our work is intangible—working with relationships, emotions, ideas. Being high in SRV, I personally tried to “tangibilize” my work by tracking things like the number of donor contacts I made, how much money I asked for, and how much money I actually raised. These spread sheets went a long way in helping make my work tangible.

An added benefit was their ability to communicate what I did to my supervisors and to others in the organization. You can download a free call sheet at:

<http://www.fundraisingcoach.com/articles.htm>.

******WHAT ABOUT YOU?******

Does this information about spatial relations visualization make sense to you? Could it be part of the reason you're feeling job satisfaction or dissatisfaction? Send me your thoughts at

marc@fundraisingcoach.com.

II. Special Pricing for the Highlands Ability Battery

I'm thrilled to offer a 20% discount on the Highlands Ability Battery to all Extreme Fundraising readers. The Battery is *the* single most effective assessment I've taken. Although I took the Highlands in January of 2002, I refer to my feedback at least monthly. It impacted me so strongly, I became a Certified Provider of the Highlands.

Rather than assessing your perceptions of your interactions, the Battery records your actual performance on real-life work samples. Based on these results, it assesses how high or low you are in 19 separate natural abilities! (We've only looked at the first ten in this series.)

After completing the 3-4 hour Battery, you receive a 20+ page report on your results *and* a 2-hour feedback session with me. The feedback session is designed to help you process the results and create strategies to immediately apply those results to your life.

The Battery normally costs \$400 but any reader of this ezine is entitled to a 20% discount making the total cost only \$320. If you want to have your team of 10 or more do the Battery, I can bring the investment down to only \$250 per person.

III. The Fundraising Coach's "Fundraising 101"

A quick reminder: my brand new seminar "Fundraising 101" will be held on **September 21st** from **8:30 a.m.-11:30 a.m.** The complete listing can be found on my site at: <http://fundraisingcoach.com/cmccfrcinstitute.htm>.

I realize that most of you don't live in Maine. If you know of 5-8 colleagues that would benefit from any of these courses, across the street or across the country, I could offer it by conference call. You and your colleagues would receive all the benefit of a course without having to leave your desks! Send me an email at marc@fundraisingcoach.com if this option interests you.

To your extreme fundraising success!

Marc

Marc A. Pitman is an executive coach to nonprofit leaders. An expert in helping people identify their natural abilities, he provides his coaching and training clients with down-to-earth information that decreases stress and puts the "fun" back into fundraising!

The Extreme Fundraising Ezine is a free newsletter of The Fundraising Coach. Pass it on!

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