

MAKE THE CONNECTION



THE PROBLEM

New business and philanthropy leaders are arriving in Austin daily. These folks want to get engaged in the community and make friends and build community connections. It is difficult to determine where/how/with whom to engage philanthropically in Austin. There are more non-profits per capita in Austin than any other city in the US. What events are creating the high caliber experiences these individuals expect? What organizations are providing the most impact?

THE SOLUTION

JHL. We make the connection. We have consulted with and organized many of the largest charity events in the city. We have worked with the business and non-profit community in Austin for more than 20 years. We know the organizations and their leadership. We represent c-suite executives, corporations, and individuals to lead their philanthropy engagement with discretion and care. We create opportunities for people to develop relationships and exchange ideas.

We created and manage the most impactful, celebrity-driven charity event in Austin resulting in a who's who audience from across the US and more than \$15M for the charity beneficiaries in just the first 8 years. We understand quality, discretion, relationships, philanthropy priorities and areas of focus. We know where the great parties are, and the social circles involved in each one. We know how to research who is in good standing with the IRS, and who is making the most impact.

We created a non-profit education organization called Make The Connection that has developed an information trust and annual conference for non-profit executives and staff helping organizations learn, information share, and ultimately be more successful. This means we have direct contact with multiple organizations representing all areas of the philanthropic sphere and we know who is most efficient and effective in doing their important work. 10% of our consulting fee in philanthropic portfolios is designated to Make The Connection so that we can continue to offer best practices and resources to our non-profit organizations creating the highest impact in our community at a reduced or free rate.

HOW WE WORK

We meet with our clients to understand their areas of interest, philanthropy budget and personal goals, and build a custom plan. Some clients prefer we hand them the plan and they are on their way. Other clients prefer to stay behind the scenes or only want to engage when it is time to attend the functions. Some clients have marketing/branding goals, and we manage the expectations associated with a philanthropic gift to achieve those goals. Simply put, we are happy to manage engagement on behalf of our clients in whatever way is appropriate for you.

TELL ME MORE

JHL will gather information from our client on what type(s) of organization they are interested in getting involved with and we will do research on all different options within those areas of interest and present our clients with high-level information on each organization.

From there, JHL becomes the gatekeeper for our clients. This means JHL will set up meetings with the right people at the non-profit organizations and brief the organization(s) on what is important to our client so that the organization will tailor the visit/pitch appropriately. JHL then manages the follow-up after meetings and coordinates the gifts on our client's behalf. This typically means working with money managers to get the donation processed, creating and issuing a press release or media event if appropriate/desired, as well as advising our clients on what aspects of the organization to get involved in such as chairing, hosting or attending specific events, etc. For clients that are really passionate about the cause, JHL can also help connect with state and/or federal government to help get legislation passed.

DONOR EXPERIENCES

Some donors want to go deeper than a local organization and seek our help on non-profit experiences beyond Austin. For example, coordinating a trip for a donor interested in human trafficking to visit an organization in Mexico to meet with an on the ground organization to see firsthand the reality of the situation.

CONTACT US

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