

Mia Phifer – Mia Phifer & Associates

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Fundraising Information, Experience & Services

Helpful Fundraising Hints:

Always Start with your friends and family...If you don't ask for the money it won't come...**All anyone can say is no...**Keep your database updated daily and with as much detail as possible...**Track all incoming checks in detail...**Try to get lists in electronic format for easy dumping into the database...**Know HOW you can win the district and be able to articulate it with specifics...**When talking to a potential donor pitch to their issues...**Ask for a specific amount...**Once you have asked for a contribution stay SILENT until they speak...**be timely with thank you notes...**

EXPERIENCE:

National with local, statewide and federal candidates:

- 2005/2006 fundraiser and event producer for TX Congressman Nick Lampson (running against DCCC #1 Target Tom Delay)
- 2004 cycle – Congressional races in NM, NY and OH increasing income by 100% or more
- Carol Moseley Braun for President
- Environmental Law & Policy – 10th Anniversary event
- Congresswoman Nita Lowey/First Lady Hillary Rodham Clinton – DC/NY – Event
- Lisa Madigan for Attorney General – Primary Event
- Congresswoman Sheila Jackson Lee – Texas – Finance Director
- Lauren Beth Gash for Congress – Finance Director
- Local Judicial, State Representative and Aldermanic races
- Produced dinner, cocktail party and concert events for up to 850 attendees

CONSULTING SERVICES:

Training, Event production, Monthly services for Individual candidates, organizations, groups of candidates:

- On the ground training for candidates, staff and volunteers in fundraising development
- Practical training sessions for multiple candidates/organizations in 5 + fundraising areas
- Tracking, prospecting, debriefing training
- Large and small events – development and production
- Database shell, writing initial plan, call room training and set up
- Monthly plan upkeep advisement, prospecting development advice and plan execution, daily maintenance information and advisement

FEES

Individual Campaigns & Multiple Campaign training sessions

Based on need, budgetary goals and the amount of consulting time needed to reach each goal size of group and necessary travel for consultant. For Multiple Campaign training sessions of 4 or more candidates/groups fees begin at \$250 per candidate/group per session.

****Full resume and suggested fee schedules for specific campaigns/projects as well as Multiple Candidate/Organization Training outline available upon request.***