

# Behaviour for Future Fundraising Leadership

LEADERSHIP TRACK

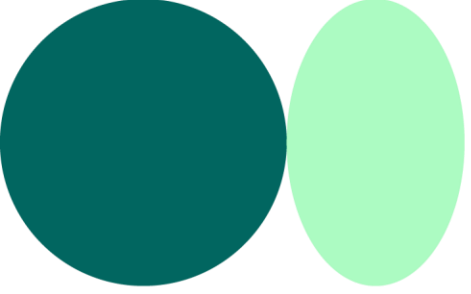
Victoria Andrews *CFRE MFIA*

MS Queensland



Leadership Track  
Sponsored By:





# Trust Formula

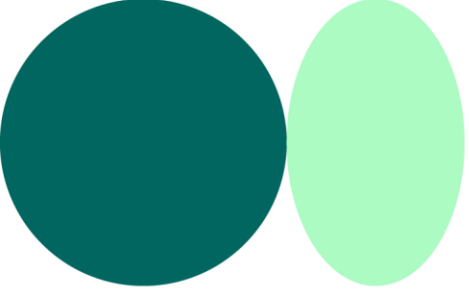
**Credibility + Reliability + Vulnerability**

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**Self-Orientation**

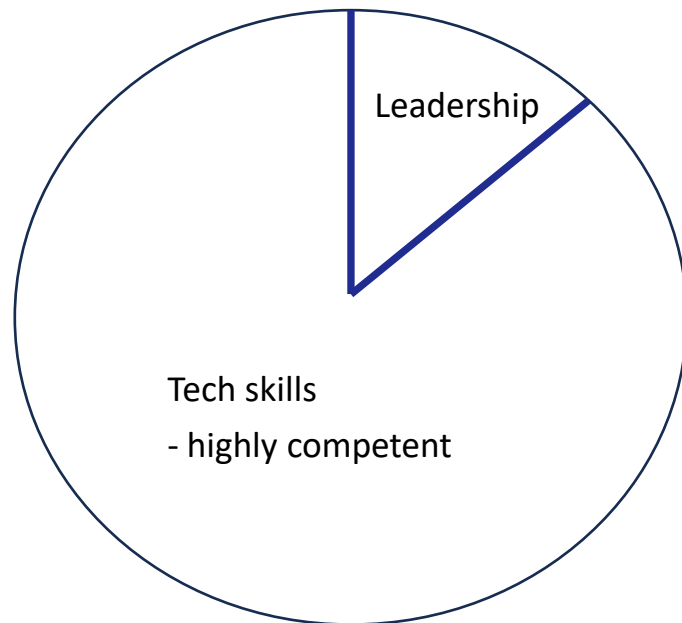


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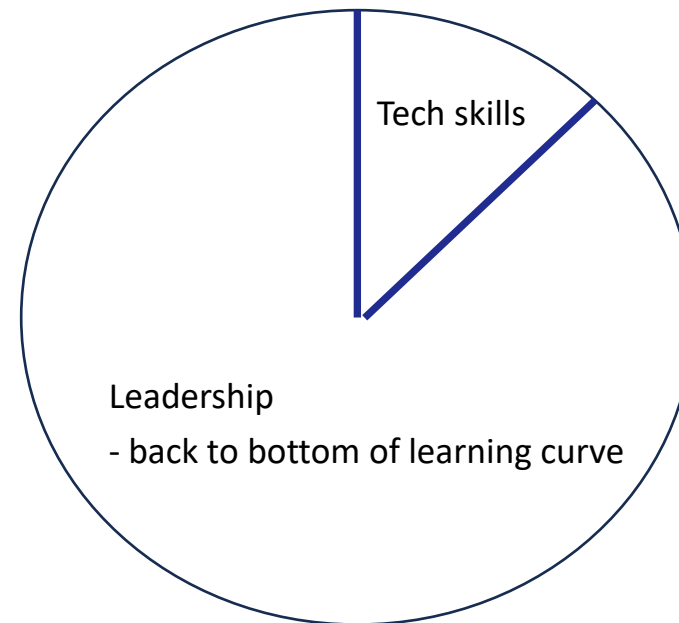


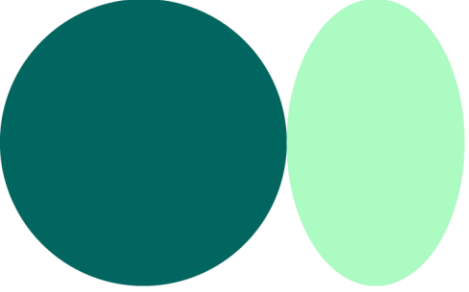
# TRANSITION TO LEADERSHIP

## Technical specialist



## Transition to Leader





# PSYCHOLOGICAL FLEXIBILITY

**Open up**

“You cannot stop the waves,  
but you can learn to surf”

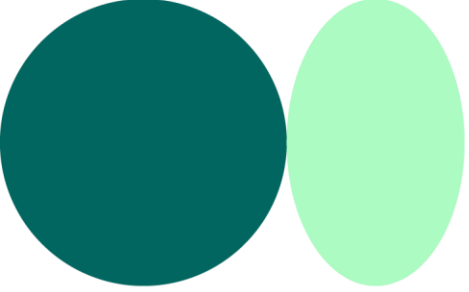
-Jon Kabat-Zinn

**Be present**

**Do what matters**

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## INTRINSIC motivation



Interest and enjoyment in the task itself

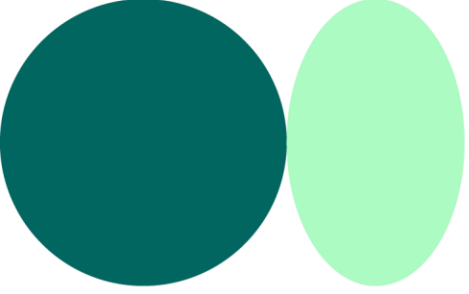
## EXTRINSIC motivation



Outcome that will result by doing the task

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# COST OF LEADERSHIP

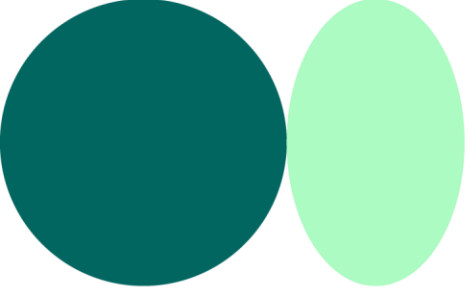
- You will have to make hard decisions that negatively impact people you care about
- You will be disliked despite your best attempts to do the best for the most
- You will be misunderstood, and won't always have the opportunity to defend yourself

Great leaders are willing to accept these costs



# KEY TAKEAWAYS

- TRUST = CREDIBILITY + RELIABILITY + VULNERABILITY / SELF ORIENTATION
- Be kind to yourself
- Practice psychological flexibility
  - Open up
  - Do what matters
  - Be present
- Live your values
- Find your 'why' in leadership
- Great leaders understand the cost of leadership



# THANK YOU

**Happy to connect on LinkedIn or email**

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**Listening Quiz**

[oscartrimboli.com/listeningquiz/](https://oscartrimboli.com/listeningquiz/)

**Books I've enjoyed**

- Culture Code
- Ego is the enemy
- The obstacle is the way
- Atomic Habits
- Dare to Lead

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2024

**Thank you**

