



How to Discover Nonprofits Actively Seeking Your Services


Purpose:

This section provides a practical, repeatable process to identify nonprofit organizations currently or soon-to-be in need of fundraising, event planning, or grant writing support.

✓ STEP 1: Start with Targeted Job Boards and RFP Platforms

These sites frequently list contract roles, consulting opportunities, and project-based needs for nonprofit professionals.


Platform	Focus	What to Look For
Idealist.org	Nonprofit Jobs	Search: Fundraising Consultant, Development Contractor, Event Planner
Philanthropy News Digest (Candid)	Grant & Fundraising News	Look for open RFPs or posts about campaigns
LinkedIn Jobs	Broad, but targeted with filters	Use terms like remote, contract, development, nonprofit events
Foundation List	Nonprofit employment site	Filter by freelance/contract
Local Nonprofit Associations (e.g., NYCON)	State-level RFPs or opportunities	Check news, job boards, and newsletters

 Tip: Set job alerts on Idealist and LinkedIn for consulting terms in your metro area or specialty focus.

✓ STEP 2: Track Public Growth Signals (Who Needs You Before They Post!)

Use this consultant's checklist to identify warm leads:

New executive leadership	LinkedIn, org announcements	New leaders often restructure and outsource
Capital campaign or anniversary	Org websites, press releases	Big moments = big events and fundraising needs
Job postings for multiple dev roles	Idealist, org site	Suggests scaling up and needing outside help
Recent large grants awarded	Candid.org, Foundation Center	New funding may require compliance & events
Program expansion or opening new locations	Newsletters, press	More programs = more storytelling & events

 Tip: Create Google Alerts for keywords like: “fundraising consultant needed,” “event planner nonprofit,” “nonprofit RFP + [Your City]”

STEP 3: Research and Qualify Nonprofits in Your Niche

Use directories to find mission-aligned prospects.

Tool	Use Case
Candid / GuideStar	Research org size, leadership, funding, and form 990s
Charity Navigator	Evaluate financial health and leadership structure
Community Foundation Websites	Find local grantees who may need support
LinkedIn / Facebook Groups	See who's talking about events, fundraising campaigns, etc.

STEP 4: Outreach & Relationship Building

After identifying a potential client, reach out using a personalized and professional message.

 *Sample Message:*

Subject: Support for Your Next Campaign or Event

Dear [Name],

I saw your recent announcement about [capital campaign/new initiative/anniversary].
Congratulations!

I work with organizations like yours to produce high-impact events and campaigns that raise both visibility and philanthropy. If you're seeking external support, I'd love to explore how we might partner.

Sincerely,

Monique Brizz-Walker

Principal, Event Strategies For Success