

Association for Fundraising Professionals

Scenarios for Ethics Education Presentation March 13, 2008

Panel Discussion Scenario:

Panel Members:

Donor/Funder: Diana Ogowa – PNM Foundation

Board Member: Monica Hussey – St. Martin’s Hospitality Center

Executive Director: Angela Reed Padilla – Big Brothers Big Sisters

Development Director: Samantha BlauwKamp – Meals on Wheels

Service Provider (Case Manager): Stacie Soto – Casa Esperanza

You are involved with a non-profit organization whose mission and focus is helping children diagnosed with severe disabling mental illness. Services include psychiatric services, medication management, case management, and family support. One of the major and more successful programs at the agency is the case management program.

The case management program has suffered financially over the past months and continued funding for the program has been difficult to come by. Some funding has actually been cut and there is a fear in the agency that the program may have to be scaled down, even though it would mean a hardship on clients. A widower wants to make a substantial life-income gift to the organization that would basically save the program for years to come. However, his daughter asks the institution not to accept the gift because of potential hardship for another daughter.

A. What should you do?

- (1. Keep silent about the daughter’s request and accept the gift)**
- (2. Decline the gift)**
- (3. Inform the widower of the daughter’s request)**
- (4. Accept the gift and encourage the daughter to talk to her father)**

B. Suppose the daughter asked you to postpone accepting the gift until she can talk with her father. Would it be ethical to decline her request?

C. Discuss how it is possible to do the ethical thing from a fundraising perspective that may cause an “unethical action” from the service provider perspective. How does the board member and the executive director deal with this conflict?

Association for Fundraising Professionals

Scenario for Ethics Education Presentation March 13, 2008

Table Discussion Scenario:

You have worked hard to build a good reputation as the Development Officer for a fine arts organization. You've been able to enlist the support of many new donors and cultivate numerous major gifts. You have been offered a higher paying job at a health care organization.

1. Suppose you have been cultivating a relationship with a wealthy person, Mrs. Philanthropist. She really has no interest in the arts and is actually a hypochondriac. Her personal regard for you is the real reason for the gift. Is it ethical to ask Mrs. Philanthropist to make the gift to the health care organization instead?
2. Suppose you have worked hard to write the original text for planned-giving brochures that have been successful for the arts group. Would it be ethical to copy them when you create brochures for the health care organization?
3. You know that the health care group and the arts group solicit the same type of donors, although for entirely different purposes. Would it be ethical to make a list of donors to the arts organization from memory to add to the prospect list for the health care organization?