

# SABRINA WALKER HERNANDEZ

# BUILDING RELATIONSHIPS



- KEYNOTE SPEAKING AND BREAKOUT SESSIONS
- WORKSHOPS AND MASTERCLASSES
- PRACTICAL, ENGAGING, INTERACTIVE, AND INSIGHTFUL
- DEVELOPMENT ADVICE, FUNDRAISING COACH
- ABLE TO RECOMMEND OTHER SPEAKERS FOR YOUR EVENT

## PEOPLE DO BUSINESS WITH PEOPLE THEY KNOW, LIKE, AND TRUST

Obsessed with building relationships, Sabrina helps nonprofits and small business increase revenue. Having trained over 10,000 clients, she has been a featured trainer with Boys & Girls Clubs of America, Bloomerang, CharityHowTo, Nonprofit Webadvisor, and the University of Texas RGV Continuing Education Center, UTRGV Nonprofit Resource Center, Edinburg Chamber of Commerce, Greater Mission Chamber of Commerce, McAllen Chamber of Commerce & the City of Harlingen & Mission.

Sabrina has a reputation for transformational leadership through staffing and mission alignment, fundraising, expanding programming, and community partnerships. One of Sabrina's greatest successes is that she increased operation revenue from \$750K to \$2.5 M over an 8-year period as well as being responsible for the planning, operations, and completion of a \$12 M comprehensive capital campaign, and establishing a \$500K endowment in the 3rd poorest county in the United States. With this knowledge, she has helped her clients gain confidence in fundraising, engage their board in fundraising, and build fundraising systems.

The author of the bestselling book Successonomics, she holds a Certification in Nonprofit Management from Harvard Business School, a Master of Public Administration from the University of Texas—RGV, and a Management Advanced Leadership Certification from the Strum Thurmond Leadership Institute from Clemson University. She is the President and CEO of Supporting World Hope, a consulting agency specializing in management, fundraising, and leadership.

## HER CLIENTS INCLUDE:



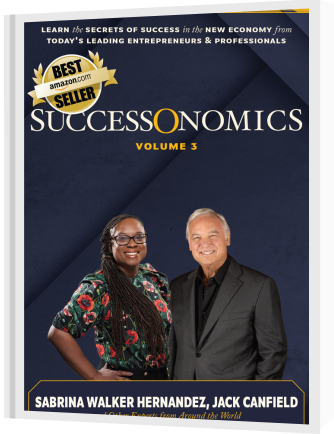
AMAZING! All 5's!! I am so glad this was such a fantastic webinar I love seeing scores like that. Thank you for being a part of the CharityHowTo community.

Kurt Steiner, CEO and Founder of CharityHowTo

Thank you for also being an awesome moderator and making it go by so quickly! That is not an easy task - especially when having to juggle an in-person and virtual audience. You rocked it!

Lizzy de la Garza Putegnat, RGV Lead, Board Chair

# BOOK SABRINA FOR YOUR NEXT CONFERENCE, SUMMIT, WEBINAR, WORKSHOP OR RETREAT



**Supporting World Hope serves nonprofits and small businesses by helping them turn relationships into revenue.**



## CONFERENCE, SUMMIT & WEBINAR PRESENTATIONS (30 - 90 MINUTES)

**7 Strategies for Building Relationships with the Board of Directors:** The CEO's relationship with their board is critically important for the overall performance of a nonprofit. In this interactive and practical session, participants will learn tips to maintain a good board relationship and how to communicate with the board.

**Dealing with Problem Board Members:** The curse or blessing of many nonprofit executives' existence: board members. Good ones make life so much easier. But poor ones can cause turmoil and even threaten a nonprofit's survival. In this presentation participants will solutions to redirect board members who interrupt or slow down board meetings and 4 ways to remove board members.

**Building Relationships for Fundraising Success:** Want to ensure fundraising success? You must build relationships with donors. In this practical and engaging session, participants will learn how to cultivate their donors and prospective donors and the benefits of relationship building.

More training options can be found [here](#).

**Stewardship - Beyond the Thank You:** The easiest and most impactful part of the fundraising process is often overlooked: stewardship. For most nonprofits, saying thank is an afterthought rather than part of the overall fundraising strategy. This is a super practical, interactive, and fun session where participants learn best practices.

**How to Keep Your Board Engaged in Resource Development all Year:** Few things are more critical to your nonprofit's health, success, and sustainability than an effective board of directors. In this interactive session, participants will learn to support the board in resource development, tap into their fundraising strengths, and transform them into a fundraising powerhouse.

**Board Recruitment and Onboarding:** Recruiting the right board members for your organization is essential. Board leadership can break or make a nonprofit. In this practical and insightful session, Sabrina gives a step-by-step plan to attract, recruit and retain the right board members.

[WATCH SABRINA IN ACTION HERE](#)

## LEADERSHIP WORKSHOPS & RETREATS (1 HOUR - 6 HOURS)

*How to keep employees when everyone else is out to "steal" them from you!*

**Effective Communication In Team Building:** Do you have the tools and insight to communicate more clearly and effectively every day? By joining this workshop you'll learn techniques for improving both verbal and non-verbal communication skills.

**How to Create A Conducive Workplace:** Want to create a workplace environment that brings out the best in your staff? Imagine employees where everyone is truly connected to their work, co-worker, and customers. This interactive workshop will focus on employee engagement and attitude.

**Other topics:** Transformational Leadership, Customer Service, Building Superior Work Teams. **Customized workshops can be provided.**

**Overcoming Negativity in the Workplace:** Gossip, workshop will help you understand why negative people behave the way they do as well as advise you how to mitigate their harmful effects. It will even offer ways to reverse their attitudes.

**Leadership, Board, & Strategic Planning Retreats:** Get away from day-to-day operations and delve into some serious planning, strategizing, and team building. Retreats are focused and customized for each organization. **A minimum of 6 hours of facilitation is required.**

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