

WELCOME,
SUPER FOUNDATIONS!

CAPES NOT REQUIRED: JUST
CONNECTION, COLLABORATION,
AND COMMUNITY

MEET YOUR PRESENTER!



SUPER NAME: GINA WELSH

SUPER POWERS:
WIFE, MOM, ED, COMMUNITY LEADER.
AND I LOVE NETWORKING!

MISSION: EMBRACING THE DIFFICULT





OUR LEARNING GOALS

- Real Superheroes (that's YOU!) don't need capes —
 - we use relationships, trust, and collaboration to drive change in our education foundations.
- Time to explore how to harness the “superpowers” of connection, collaboration, and community to strengthen **your** foundation's impact.



TIME TO BE REAL

- Experience as a new Executive Director
 - Putting mission before self in all conversations and presentations
- Hi, my name is Gina...and yes, I am nervous!



"Networking is not just connecting people. It's connecting people with people, people with ideas, and people with opportunities."
-Michele Jennae



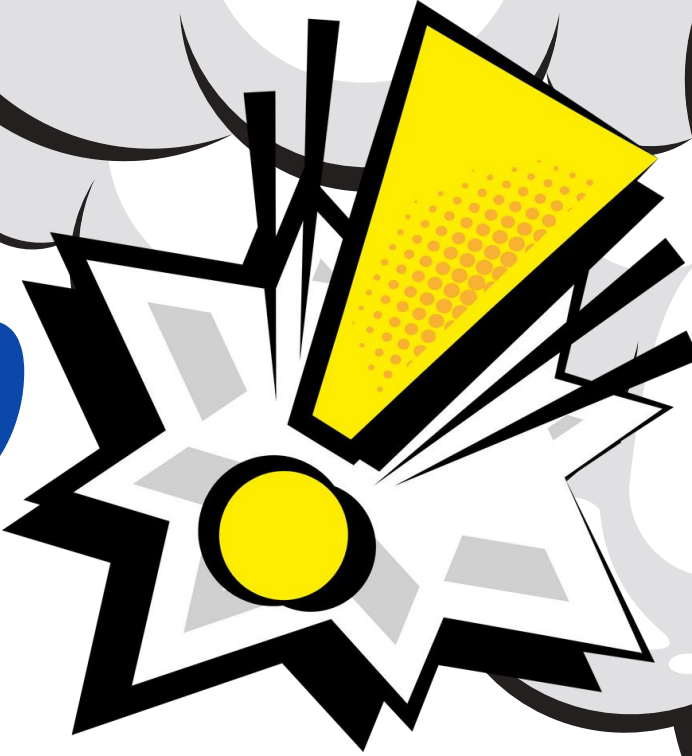
LET'S SHARE!

Quick Activity

- **Name**
- **Share One Super Skill related to networking**



BE A NETWORKING SUPERHERO



H - HEAR FIRST

E - ENGAGE AUTHENTICALLY

R - RESPECT RELATIONSHIPS

O - OFFER VALUE



Every day is a
chance to be a HERO
- in our work, in life,
in everything we do!



BE A NETWORKING SUPERHERO

H – HEAR FIRST

- Listen more than you talk. Focus on understanding the person, their goals, and challenges.
- Tip: Ask open-ended questions and really engage before jumping to solutions or “what you can offer.”

E – ENGAGE AUTHENTICALLY

- Show genuine interest. Share relevant experiences, ideas, or stories that resonate with the other person.
- Tip: Avoid transactional small talk; make it memorable and meaningful.

R – RESPECT RELATIONSHIPS

- Honor the value of every connection. Follow up, show appreciation, and stay consistent.
- Tip: Think long-term — today’s casual conversation can become tomorrow’s partnership.

O – OFFER VALUE

- Think “How can I help?” rather than “What can I get?”
- Tip: Share resources, introduce people, or support projects aligned with the other person’s mission.



We are the eyes and ears
of the community to make
bridges with the ISD - and
become HEROES



BUT FIRST, THEN...

***INTERNAL
COLLABORATION***

***COMMUNITY
INFLUENCE***

***EXTERNAL
PARTNERSHIPS***

LET'S TALK ABOUT INTERNAL COLLABORATION

Strong relationships within your foundation are essential before you can network outward.

Key Actions:

- Share goals, projects, and successes internally
- Collaborate across teams to leverage expertise
- Encourage transparency and open dialogue

Internal alignment creates a unified voice and builds credibility when interacting externally.



TIME FOR COMMUNITY INFLUENCE

Become a visible, trusted voice your education foundation and community ecosystem.

Key Actions:

- Engage in public events, panels, and conferences
- Share success stories and impact metrics externally
- **Serve as a connector** to bring people and resources together



AND EXTERNAL PARTNERSHIPS!

Expand connections beyond the organization to donors, community members, partner organizations, and district staff.

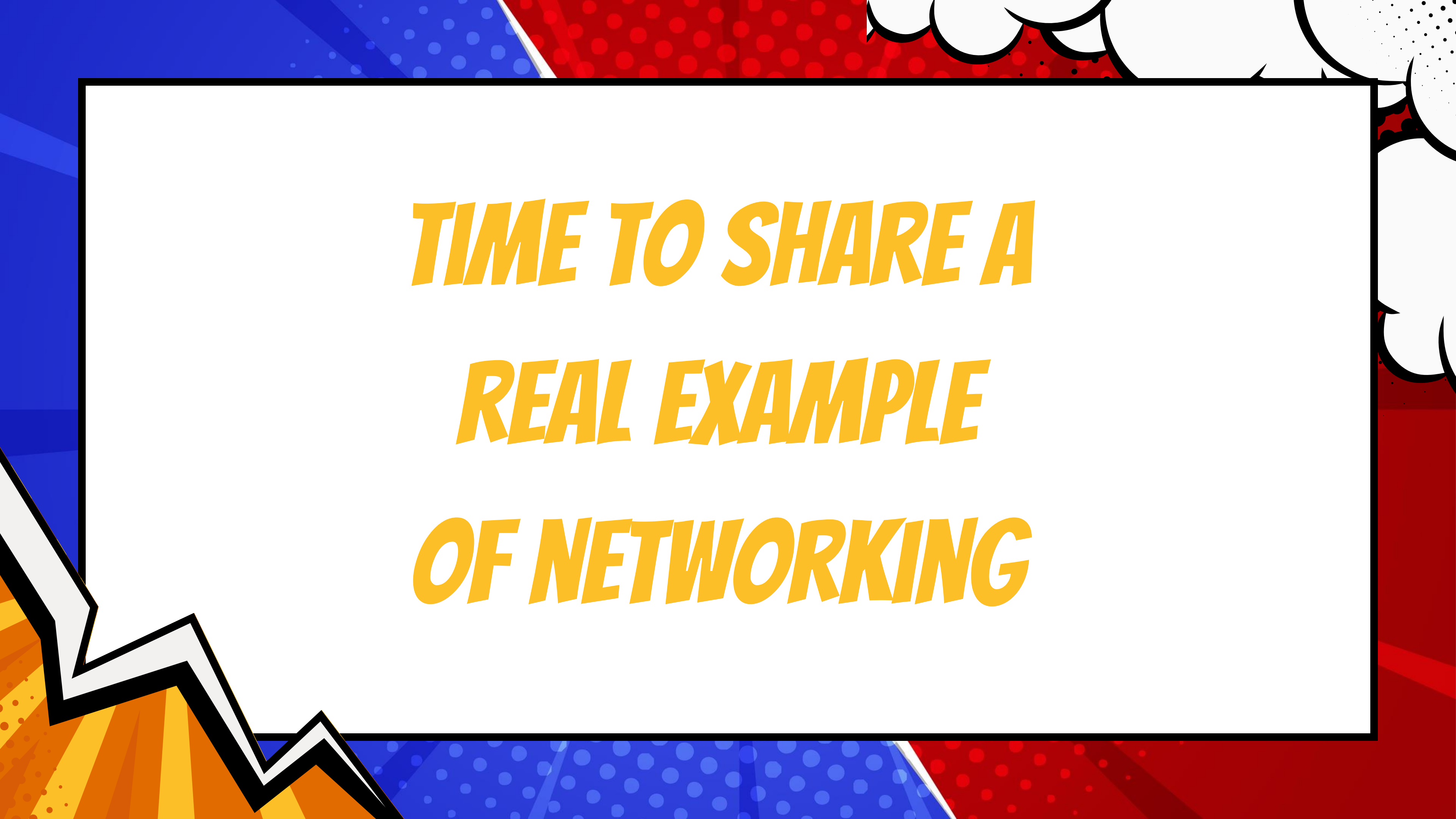
Key Actions:

- Reach out strategically with aligned goals
- Leverage internal champions to facilitate introductions
- Collaborate on projects with shared impact



CORE NETWORK DEVELOPER ACTIVATE!

- E** Establish meaningful relationships with people you interact with regularly — colleagues, board members, volunteers.
- I** Identify key internal stakeholders who can support initiatives
- E** Engage in joint projects and mentorship: “working together toward shared goals or investing in one another’s growth”
- U** Build trust and reciprocity within the core network

The background is a vibrant comic book style. It features a large white speech bubble with a black outline, which contains the main text. The background is divided into blue and red sections, both with a pattern of small white dots. In the bottom left corner, there is a jagged, stylized shape in shades of orange and yellow, resembling a burst or a piece of paper. On the right side, there are white, cloud-like shapes with black outlines, suggesting a speech bubble or a burst of energy.

***TIME TO SHARE A
REAL EXAMPLE
OF NETWORKING***



At the end of the day, lock arms with district relationships, carry takeaways to a networking event, exchange business cards.

Remember: What's best for kids?
Step outside of your comfort zone and share **THE MESSAGE!**

**LET'S SOAR
TOGETHER!**





THANK YOU!

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