

SEPTEMBER 10



SEVEN FIGURE



MASTERY SUMMIT

NASHVILLE • 2025

DAY 01

WEDNESDAY

SEPTEMBER 10

This section has been deleted to reduce file size - this is where Scott showed about 80 slides of his early years on the Mercy Ship and how he came to start charity: water.

Similar talk online here:

<https://vimeo.com/1023378238?share=copy>

DAY 01

WEDNESDAY

SESSION 1



# Relationship Building and the Inner Game



SEVEN FIGURE  
MASTERY SUMMIT

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**Fundraising can either be a dreaded chore, or it can be  
the biggest adventure of your career. You decide.**

**01**



**Treat your donor like a peer and a partner, not someone holding power over you. Don't be a pest, be a welcome guest.**

02  
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**Productize your offers.**

**03**  
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**Provide an excellent donor experience.**