

A Knock Down
Drag Out
Discussion of Ethics in
Fundraising



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Ethics



- What are they?
- When do we use them?
- How do they shape our daily lives?
- How do they factor into your daily work as a development professional?
- Resources

What are they?



- A key element that makes a group of practitioners a profession.
- Ethics is not about a list of what is and is not okay to do, but rather about living out one's own personal integrity.

When do we use them?

- Most of us go day to day without thinking about them.



**THE ETHICAL CONFLICTS WE FACE
AS FUNDRAISERS CAN BE
RECONCILED THROUGH SETS OF
VALUES, BELIEFS AND
COMMITMENTS AGAINST WHICH
WE CAN JUDGE OUR ACTIONS.**

HANK ROSSO

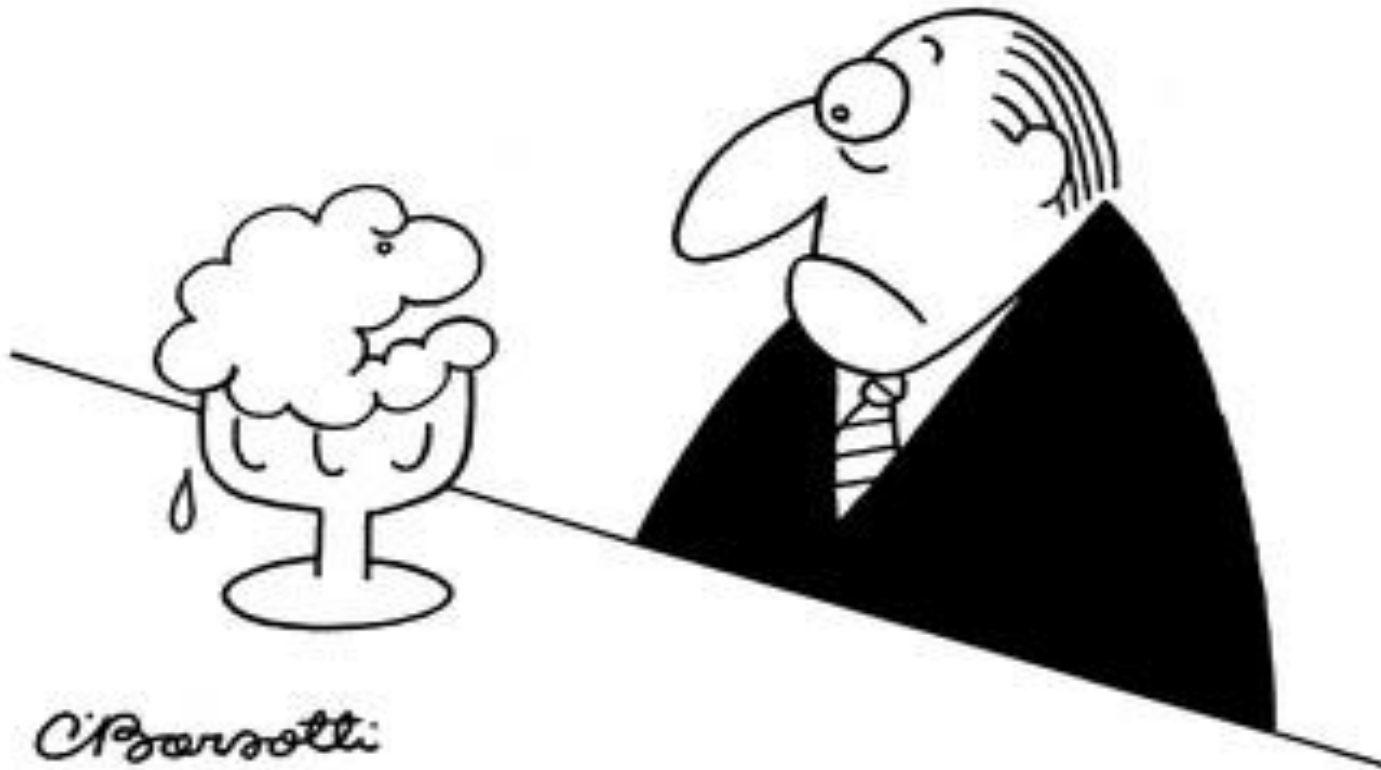
Ethical Values

- Honesty
- Promise-keeping
- Loyalty (fidelity)
- Fairness
- Concern and respect for others
- Personal accountability

What do these look like for you?

- Honesty
- Promise-keeping
- Loyalty (fidelity)
- Fairness
- Concern and respect for others
- Personal accountability

When you know your ethics are working



C. Barsotti

"What are you doing here? You're supposed to be out calling on clients."

In closing...

