



Human Work Wins

Finding Your Value in the AI Era



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Head of AI Growth
EverTrue

20+ years in nonprofit sector

Former Prospect Researcher

10 years building predictive AI models

Certified AI Governance Professional

Co-Author, *Nonprofit AI*

Co-Host, Fundraising.AI Podcast

AI is a strategic tool to improve scientific research

AI-ECG tools can help clinicians identify heart issues early in women planning to have children

From chalkboards to chatbots: Transforming learning in Nigeria, one prompt at a time

Google's ex-CEO Eric Schmidt shares dire warning of homicidal AI models

As AI advances, doomers warn the superintelligence apocalypse is nigh

**"Godfather of AI" Geoffrey Hinton warns AI could take control from humans:
"People haven't understood what's coming"**

**Nonprofits Reeling as
Federal Funding Freezes
Leave a Third Without
Support**

**New Report Shows
Nonprofits Are Being
Squeezed by Growing
Community Need and
Fewer Resources**

**Survey warns that some nonprofits are in
danger of closing due to funding cuts**

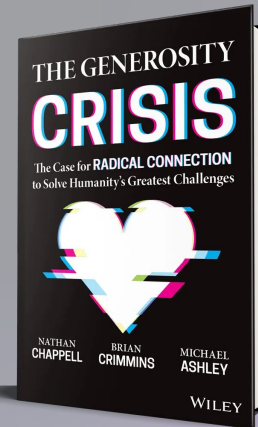
**1 in 4 Americans Plan to Cut
Donations in 2026, Survey Finds**

**Report: Nonprofit Sector Is
Facing “Existential Threats”**

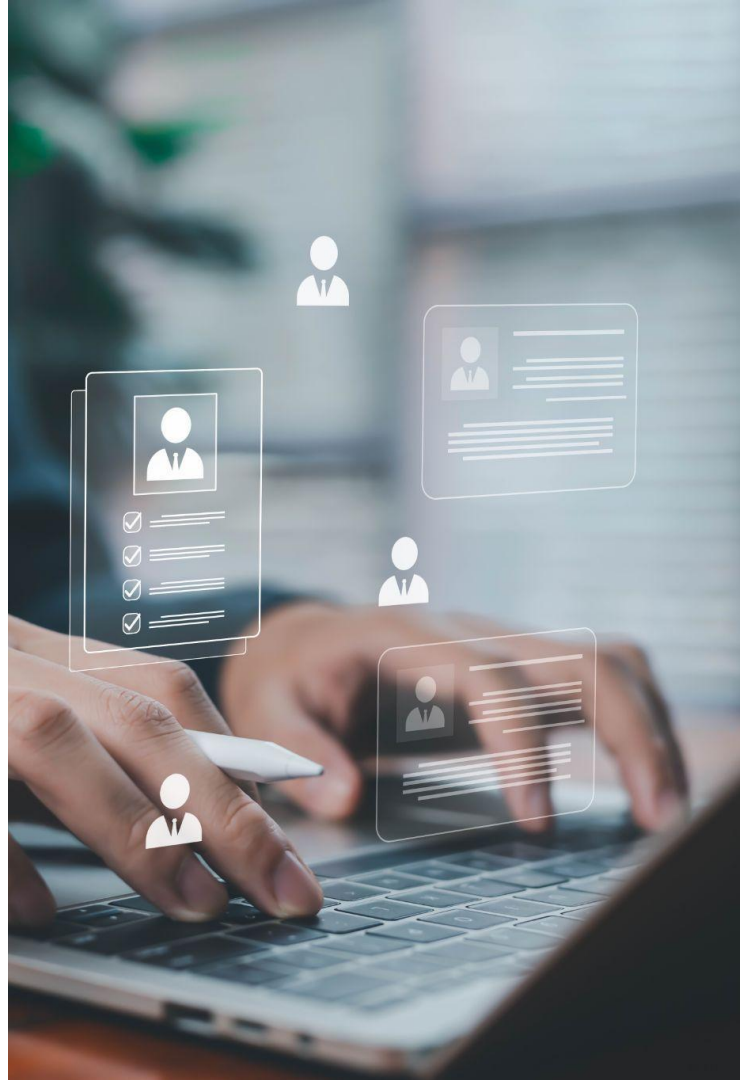
*“AI is the **ONLY** scalable solution
to reversing the **Generosity Crisis**”*



Nathan Chappell



- Convert a \$5K annual giving donor to a **\$75K major gift donor** in a **two-week** timeframe
- Increase direct mail revenue **by 10%** while reducing volume by 93%
- Gift officers **save 71% of their time** in prospect outreach



90%

say AI helps save
time

85%

focus on most
important work

84%

more creative

83%

enjoy work more

70%

likely to leave
their job

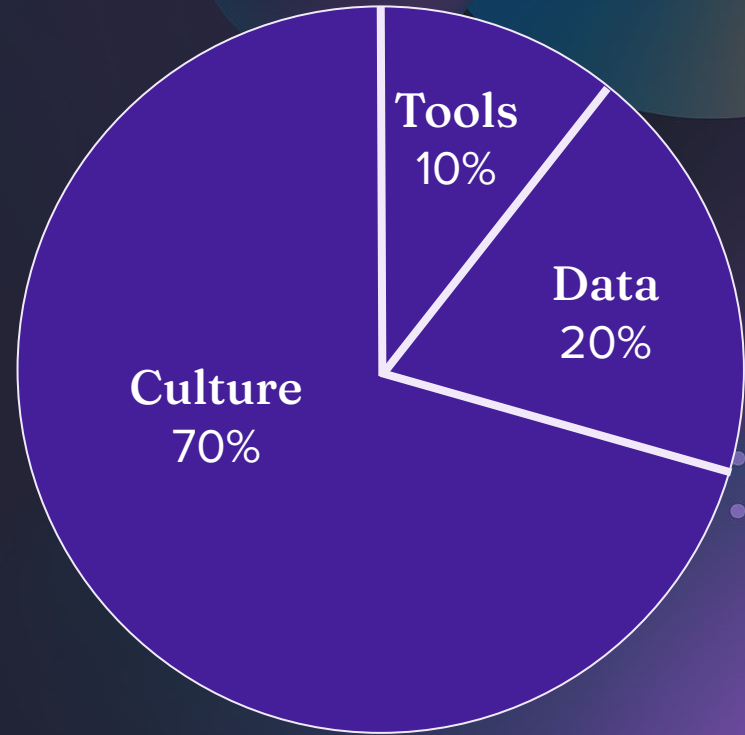
65%

considering leaving
the sector

60%

overworked and
under-resourced

Successful AI Adoption



AI Adoption = human-centric

Nonprofits
~~AI Adoption~~ = **human-centric**

When a for-profit closes...

But when a **nonprofit** closes...

**“In a world where
AI can do almost
anything, the
greatest value is in
being distinctly.....**



- Pascal Bornet
Best-Selling AI Author

Be Humble

Admit to what you you don't know and commit to learning more.

Intellectual humility predicts learning persistence after failure

**Putting it into practice:
Lunch-and-Learns**

Be Unique

Bring every voice to the table.

Diverse teams generate more and better ideas, with greater likelihood of success

**Putting it into practice:
AI Committees**

Be Meaningful

Keep AI informational and humans relational.

Purpose-driven employees 3x more likely to stay

**Putting it into practice:
Informational Use Cases**

Be Authentic

Amplify your voice; don't replace it.

**Trust drops 50% when content feels
AI-generated**

**Putting it into practice:
AI as a Thought Partner**

Be Nurturing

Encourage experimentation, with guardrails in place.

Psychological safety leads to higher rates of AI-confidence

**Putting it into practice:
Failure Days & Governance Policy**



Be Humble

Be Unique

Be Meaningful

Be Authentic

Be Nurturing

Be H
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Getting Started

Start small

“How can AI help?”

One hour per day

Ask AI to help you use AI

Iterate, iterate, iterate

**Employees who feel prepared for an
AI-enabled future are **2x** as likely to
be **engaged on the job****



Fundraising AI

is a fully independent collaborative that exists to understand and promote the development and use of **Responsible** and **Beneficial AI** for nonprofit fundraising



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Let's Connect!

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