

November 2023

Greetings, Friends!

IRAS has been an important part of my life for twenty-five years, and for many of you, considerably longer. Some of you have connected with IRAS recently, attending the conference or participating in ongoing online presentations. I don't need to tell you why this organization is critically important in today's world or to you personally. Each of you has your own reasons for belonging.

What I would like to share with you is a story from many years ago, when I was the executive director of a mid-size nonprofit organization. I met a speaker at a conference who was a well-known philanthropist. She opened with this: "People are afraid to ask for donations, because they think donors are mean and stingy." Of course, we all laughed because everyone in the room was thinking exactly that, but nobody had ever actually said it out loud. Then she continued, "Nothing could be further from the truth. Donors are warm and generous. They give because the mission of the organization aligns with their own personal story."

We are all philanthropists. Whether we can contribute a little or a lot, every gift is a sign of appreciation for what IRAS stands for, and of our love for the IRAS community. IRAS plays a role in all of our personal stories, and together our stories constitute the great organization that is IRAS.

Please give. You make a difference.

Thank you.

Jane Penfield

For the Development Committee