

"I have thoroughly enjoyed working with you, Anne. You've provided excellent guidance on the donor recognition displays as well as how the donor recognition will relate to other stewardship efforts."

> – Susan Keenan Executive Director Roper St. Francis Foundation Charleston, SC

The Big Hearts Campaign in support of the Roper Cardiac Wellness and Rehabilitation Center was the first for this foundation to use standards-driven donor recognition. The interactive display established a higher level of storytelling and engagement of donors, and set goals for a growing program of donor recognition and community messaging about philanthropy.

The multimedia display components were designed for presentation via laptop computer to donors and new prospects many months prior to the opening of the facility. Content development provided stewardship opportunities and interaction with the donors, and kept enthusiasm high. Photography, quotes and stories were crafted with individualized attention and preliminary presentations were shared, keeping the donors engaged with the project.

Big Hearts Campaign RecognitionCharleston, South Carolina

The finished display combines an interactive touch screen and permanent recognition for the largest donors. The permanent plaques establish standards for size, content and materials that will be carried forward throughout the hospital system. Graphic decisions—including the use of donor photos, the intentional mix of black and white and color graphics and decisions about the use of logos—were carefully negotiated with the communications department and demonstrate guidelines specific to donor recognition but well-coordinated with the hospital's branding.

Heurista is now expanding the program to include recognition display for lifetime and planned giving and major naming opportunities. Likewise, the client is formalizing policy with Heurista's guidance. The Big Hearts display was designed during Heurista president, Anne Manner-McLarty's tenure with Robin E. Williams Incorporated.











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