

# Capital Alignment: Before you Say Yes to the Money

Hope Community Capital Webinar Series | 2026

March 19, 2026

## CAPITAL FORMATION – APPROACHING INVESTORS



Be clear with investors about your vision for the real estate; show them who you are (becoming).



Show investors what you need, financially, to realize this vision (ask for what you need!)



Show investors how this capital will contribute to the ends (the mission); show alignment.



Idea: Produce a prospectus for capital providers! Flip the script. Have investors respond to your capital requirements.

***Remember: there is no shortage of mission-aligned capital for high-impact, feasible ideas!***