

Exercise

Assess Your Board's Fundraising Culture

1. Are prospective board members talked to about their fundraising responsibilities before they are elected to the board?
 Yes No sort of /maybe /not certain

2. Are fundraising responsibilities and personal giving included in the board member expectation agreement?
 Yes No sort of /maybe /not certain

3. Do close to 100% of your board members make a yearly personal "stretch" gift to your organization's annual fund?
 Yes No sort of /maybe /not certain

4. Does the board chair personally solicit board members annually to insure appropriate board giving?
 Yes No sort of / maybe / not certain

5. Does your board's development committee organize the board's annual financial campaign rather than actually doing the fundraising itself?
 Yes No sort of /maybe /not certain

6. Does the board chair take time to personally cultivate and steward appropriate higher level prospects and donors?
 Yes No sort of /maybe /not certain

7. Does the Director take time to personally cultivate and steward appropriate higher level prospects and donors?
 Yes No sort of /maybe /not certain

8. Is your mission statement clear, concise, and compelling?
 Yes No sort of /maybe /not certain

9. Can at least 80% of your board members recite your organization's mission statement?

_____Yes _____No _____sort of / maybe / not certain

10. Beyond just reciting your organization's mission statement, can at least 80% of your board members convincingly articulate your case for support?

_____Yes _____No _____sort of / maybe / not certain

11. Does the chair of development (or other staff person) identify appropriate cultivation and stewardship opportunities for board member participation?

_____Yes _____No _____sort of / maybe / not certain

12. Has the chair of development clearly presented the organization's fundraising strategy to the board?

_____Yes _____No _____sort of / maybe / not certain

13. Do the director and board chair organize the meeting agenda to clearly prioritize the importance of fund raising?

_____Yes _____No _____sort of / maybe / not certain

14. Do the director and board chair plan annually for board training opportunities in fundraising?

_____Yes _____No _____sort of / maybe / not certain

15. Do the director, board chair, and chair of development each appropriately publicly acknowledge and recognize board members fulfilling their fundraising responsibilities?

_____Yes _____No _____sort of / maybe / not certain