



15 Fundraising Questions For Your Board

1. Are prospective board members clearly and unambiguously made aware of their fundraising responsibilities BEFORE they join the board?
2. Are fundraising responsibilities AND personal giving included in a written board member job description?
3. Do ALL board members make a yearly personal “stretch” gift to the organization?
4. Does the board chair personally solicit board members annually?
5. Does the *board chair* take time to personally cultivate, solicit and steward higher level prospects and donors?
6. Does the *executive director* take time to personally cultivate, solicit and steward higher level prospects and donors?
7. Does the *development director* take time to personally cultivate, solicit and steward higher level prospects and donors?
8. Does the board’s fundraising committee assist in organizing the overall board’s fundraising – RATHER than doing all (or nearly all) the fundraising itself?
9. Is the organization’s mission statement clear, concise and compelling AND can all (or nearly all) board members recite it?
10. Can at least 80% of the board members convincingly articulate the official case for support?
11. Is there a clear and shared fundraising strategy at the board AND staff levels?
12. Do meeting agendas give clear AND regular priority to fundraising?
13. Are there regular board training opportunities in fundraising?
14. Are board members - who fulfill their fundraising responsibilities – consistently AND publicly acknowledged?
15. Are you meeting your fundraising goals?

For more information on Quantum Governance, contact us at: jennie@quantumgovernance.net.

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