

Six Important Questions about Your Organization's Fundraising

Score your organization on six important questions:

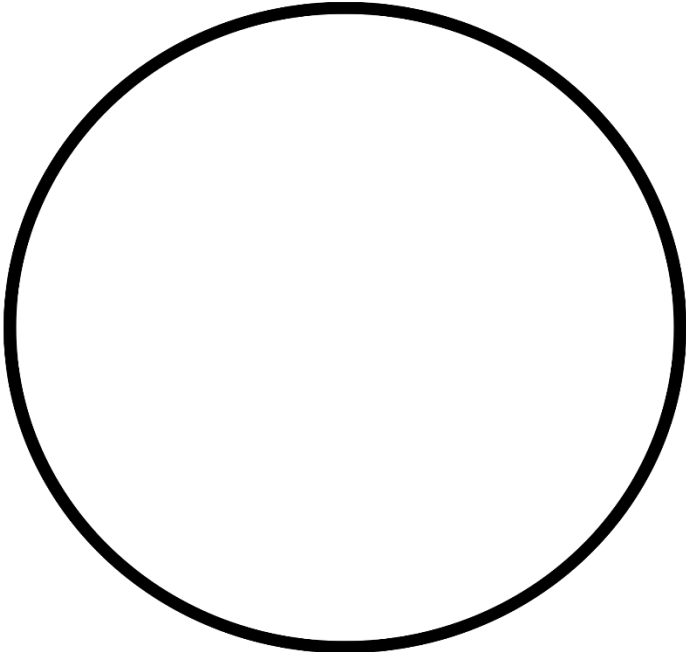
- \$ = please don't ask
- \$\$ = we're working on this (or have at least thought about it!)
- \$\$\$ = got it covered
- \$\$\$\$ = ready to do some bragging

Do we know what we're fundraising for and can we clearly communicate our impact?	
Do we have a fundraising plan, aligned with our goals, that includes strategies and income targets?	
Have we defined our constituency and do we have "core fans" who already support us?	
Do we have systems in place to track donors and their giving history, and policies and procedures for processing and acknowledging gifts?	
Do we have the people (staff or volunteers) willing to help with fundraising?	
Do we have 100% giving from our board of directors?	
Total Number of \$:	

What's Your \$core?

- 6 – 8 In the right workshop
- 9 – 12 Good start
- 12 – 18 Poised for success
- 19 – 24 Eureka!

Approximately how much time is spent on different fundraising methods? Divide up the pie.



Approximately how much income comes from each of the different fundraising methods? Divide up the pie.

