

Board Member Self-Assessment - Development and Fundraising Effectiveness.

¹For each of the following statements, indicate the answer by circling the score that best describes your experience with, or feelings about development and fundraising.

	Statement	Strongly Agree	–	Strongly Disagree		
1	I believe that fundraising is a primary responsibility for all board members	5	4	3	2	1
2	Development and fundraising are synonymous; development is just a nicer way of saying the same thing.	5	4	3	2	1
3	Overcoming objections is the toughest part of asking for money.	5	4	3	2	1
4	The development committee is entirely responsible for asking for gifts as well as for organising the development program.	5	4	3	2	1
5	Development or executive staff should make fundraising calls and leave board members out of the process.	5	4	3	2	1
6	It is not a board member's responsibility to initiate contact with a potential donor or to maintain that contact once the gift is received.	5	4	3	2	1
7	It is improper to ask for a specific amount when asking someone to make a gift to an organisation.	5	4	3	2	1
8	Personal meetings with individuals to ask for gifts should involve just one person asking another person.	5	4	3	2	1
9	Board members should be familiar with and be able to talk comfortably about the reasons for supporting our organisation.	5	4	3	2	1
10	The biggest obstacle to making a successful solicitation is often the asker's feeling of fear or uneasiness.	5	4	3	2	1
11	Asking for a gift usually makes me feel as though I am begging for money.	5	4	3	2	1
12	I feel comfortable and confident talking about the reasons for supporting our organisation.	5	4	3	2	1
13	Board members should participate in coaching or training sessions before going out to ask for money.	5	4	3	2	1
14	Board and staff should have defined roles to play in the development process.	5	4	3	2	1
15	I believe that fundraising for a nonprofit organisation can be enjoyable.	5	4	3	2	1
16	My biggest concern about asking for money is:					

¹ Speaking about money: A guide to fundraising for NonProfit Board Members / © 1996 BoardSource.