

## Board Member Fund Development Activities

Thank you for considering service on our board of directors. Your passion for our mission and especially your work to help raise awareness, friends and funds for the organization are sorely needed. The following are a few of the kinds of activities we will ask you to choose among during the year. Once you are on the board, we will give you a more detailed list and ask that you commit to those activities where you feel you will be most comfortable and effective.

### Identify & Connect (Introduce your organization to new people)

- Identify potential corporate donors/sponsors
- Suggest foundations/trusts where you have a contact for possible grant support
- Bring the executive director or other pertinent staff to a community event as your guest.
- Keep on the lookout all year long for potential board members who could add value to your board.

### Cultivate & Steward (Build organizational friendships)

- Attend your organization's special events and bring friends
- Cultivate 10 friends each year
- Host an organizational awareness event in your home, or sponsor another function to benefit the organization and build awareness
- Assist in identifying and cultivating major gift prospects
- Ask community groups in which you hold membership to sponsor events to benefit your organization

### Communicate & Advocate

- Send your organization's newsletter with a personal note to friends and colleagues who are not familiar with your organization and provide those names and contact information to your board development committee.
- Send a letter to prospects in your community
- Drop a personal note to lapsed donors
- Provide 10 new names for the mailing list annually, especially for invitations to special events and mailing of the annual report
- Make thank you calls to donors