

## **Annual Board Fundraising Expectations - Sample**

*As proposed by ORG'S Board Development Committee and approved by the full Board, the following are expectations for your Fiscal Year 2017 fundraising roles and responsibilities as a Board member.*

**FY17 Board Goal: \$50,000 (\$25,000 individual gifts; \$25,000 special events)**

### **Required Activities:**

- ✓ Attend and personally invite at least 1 potential donor to at least 1 ORG fundraiser.
- ✓ Make an annual cash donation within the first month of the fiscal year in an amount that is personally meaningful.
- ✓ Write a personal note on at least 20 hard copy appeal letters.
- ✓ Follow up with a handwritten thank you card to any of the 20 who provide a donation.
- ✓ Follow up with a phone call (and handwritten card) to any of the 20 who provide a donation of \$200 or more.
- ✓ Commit to memory the ORG "elevator pitch."

### **Additional Activities (select at least 2):**

- Speak about ORG at at least 1 community or business event.
- Host or co-host a house party fundraiser.
- Invite at least 1 major donor prospect to attend a coffee meeting with CEO and yourself.
- Recommend 1 person to join the Board or a Board committee.
- Provide at least 5 names with contact information to be added to the Annual Appeal mailing list.
- Join the Development Committee.

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Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name