

Top Ten Ways Board Members Support Fundraising

Fundraising is a team effort. Every board member can make a real impact on the camp's ability to raise meaningful, significant gifts to camp, even if they never directly ask for a gift themselves.

10. Thank: Nothing is more important to future giving than thoughtfulness, timely recognition, and real gratitude. This can include helping to write thank you notes to donors, sending personal thank you emails, making thank you calls, etc.

9. Show up: Become an ambassador by attending events and representing camp as a board member. Talk with people you don't know. Be willing to take a list of two or three names of people to connect with at events.

8. Listen: Listen to everyone who has a connection to camp and find out why Jewish camping is important to them. Ask questions that help them see what is so valuable about camp in their lives.

7. Learn: Educate yourself about fundraising. The lingo can be confusing... the more you learn, the more comfortable you will be. For specific definitions, you can refer to the [Association of Fundraising Professionals Online Dictionary](#). You can search for helpful content on the [JCamp 180 Knowledge Center](#), too.

6. Share: Share the story of how camp touched your life or your children's lives and why you now support camp. Telling your story will inspire others.

5. Lead: As a board member, you hold the highest leadership role in the organization and provide the camp with a clear future direction by ensuring that a strategic plan is in place.

4. Give: Make your own meaningful, significant gift to camp and consider a Legacy pledge. Share the story of your giving with the rest of the board, and explain the need for 100% participation.

3. Volunteer: Do "behind the scenes" work like helping to organize events, soliciting auction items, writing notes on donor solicitation letters, helping host donor visits to camp, providing tech help for the Facebook page, tracking down long-lost Alumni, editing newsletters etc.

2. Share: In a confidential setting, review a list of donors and/or potential donors, share what you know about them and their interest in supporting camps now or in the future. If you know someone well, offer to set up a meeting to talk about camp.

1. Ask: Invite someone to join you in supporting camp. The last step, "asking," is really transformed into a personal invitation, as in: "*Would you consider joining me in making a meaningful and lasting gift to Camp ABC at this time?*"