

Board of Directors

Fundraising Development Training

Identifying Their "Why"

1. Personal Motivation

- What brought you to join this board, and how does it connect with your own life experiences or values?

What connects you to the mission of this organization?

- Can you share a time when you felt really proud to be part of this organization?

2. Passion and Purpose

- What part of our mission speaks to your heart the most, and why do you think it matters to you personally?
- What do you hope to achieve during your time on the board, and how do you want to make a difference?

3. Vision and Goals

- When you think about the future of this organization, what do you hope to see, and how do you want to contribute to making that vision a reality?
- What ***personal goals*** do you have while serving on the board, and how can we help support you in reaching them?

Exploring Fears and Hesitations Around Fundraising

4. Understanding Concerns

- How do you really feel about fundraising, and what thoughts or concerns come up for you?
- Are there parts of fundraising that make you feel uneasy or unsure?

5. Addressing Fears

- What worries you most about getting involved in fundraising, and how can we help ease those concerns?

- Have you ever had a positive experience with fundraising, and what made it work well for you?

6. Building Confidence

- What do you think you need to feel more confident and comfortable with fundraising?
- How can we, as a team, support you in building those skills?

7. Sharing Experiences

- Have you ever inspired others to support a cause or project? What did you do that made it successful?
- What fundraising approaches or ideas have you seen work well, whether here or somewhere else?

8. Collaborative Solutions

- How can we make fundraising a more enjoyable and rewarding experience for all of us?
- What can we do together as a board to create a positive and effective fundraising culture?