

List of Activities for Engaging Board Members in Fund Development

Relationship Building Activities

- Make thank you calls to donors.
- Hand-write brief thank you notes to donors.
- Write a personal note to lapsed donors.
- Organize and/or host a donor appreciation event.
- Invite friends/acquaintances to get to know the organization better by inviting them to programs, events, etc. Follow-up personally to evaluate their interest in your organization.
- Attend and mingle with donors and prospects at a friend raiser event.
- Host a friend raiser event on behalf of your organization.
- Promote and attend your organization's special events and mix and mingle with event attendees.
- Invite your friends and acquaintances to attend these special events.
- Use your personal social media accounts to make connections on behalf of your organization.
- Identify and recruit new board members to expand connections.
- Identify and recruit new volunteers.

Solicitation Activities

- Make a personal financial gift.
- Provide names of donor prospects.
- Write personal notes on direct mail letters. (You don't need to know the person.)
- Participate in face-to-face solicitations for gifts from current donors or prospects.
- Research foundations and identify contacts.
- Write grant proposals.
- Meet with Foundation representatives to talk about your organization.
- Explore ways your place of employment might support your philanthropic interests (matching gift, donation for your volunteer hours, in-kind donations).
- Recruit sponsors for special events.

Other:

- Serve on Fund Development Committee.
- Serve on Special Event Planning Committee.
- Speak on behalf of your organization at religious and civic organization meetings. (Rotary, Kiwanis, Exchange Club, etc.)