

Self Reflections on Your Role in Fundraising

- 1. How confident am I in discussing money? (Organizational financial picture, how much is required to support work for example).**
- 2. How comfortable am I asking for money? What stops me from asking?**
- 3. How do I get over these barriers?**
- 4. What “fundraising leadership” is needed in my organization? What does this look like, and how do I model it?**
- 5. Can I make a significant gift to my organization? Can I expect my board members to do so?**
- 6. What is most compelling to me about the organizational mission- how do I communicate this when asking for support?**

7. What do I want to learn when I ask for money?

8. Can I accept “no” graciously and not feel rejected?

9. What talents and skills can I apply to fundraising? What talents and skills reside on other staff, board and volunteers?

10. What is the most important thing that needs to change within the organization for these talents and skills to be utilized for fundraising?