

RESOURCE DEVELOPMENT FROM → TO WORKSHEET

Rate where you believe your organization ranks on the scale:

	FROM	Poor											Excellent		TO
1	Staff-Driven Fundraising	0	1	2	3	4	6	7	8	9	10		Board-driven, staff supported RD working as a team		
2	Stand-alone Special Events	0	1	2	3	4	6	7	8	9	10		Comprehensive, integrated RD (annual giving to planned giving)		
3	“Twisting People’s Arms” “Hitting Them Up” “Begging for Money”	0	1	2	3	4	6	7	8	9	10		Offering donors a way to fulfill their passions of helping change children’s lives		
4	Fundraising to keep doors open	0	1	2	3	4	6	7	8	9	10		Obtaining resources to provide solutions and to reach and serve more children with greater impact		
5	A list of faceless names	0	1	2	3	4	6	7	8	9	10		Infrastructure that includes a database of inspired donors who make transformational gifts		
6	Raising money just for today	0	1	2	3	4	6	7	8	9	10		Creating vibrant resources for today and for generations to come		
	FUNDRAISING	0	1	2	3	4	6	7	8	9	10		RESOURCE DEVELOPMENT		

