



First Things First



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www.fundraisingcounsel.com



from the standing-desk of
David H. King | President & CEO

Ways to Empower Your Board for Success

Nonprofits could not achieve their goals without the collective manpower and connections of their board members. Yet, with the average board consisting of 16 individuals - each having other obligations and priorities in their lives - managing them effectively can be a challenge. Rather than struggling to reign in a troublesome board, here are four ways nonprofit leadership can set their board and organization up for success.

Define & Communicate Clear Expectations from Day 1

When an organization comes to us with a perception that their board isn't functioning well, we can usually trace it back to a miscommunication when they initially asked a board member to volunteer. The expectations of the staff are often vastly different than what the volunteer assumes their role to be. It's imperative that nonprofits clearly define and communicate realistic expectations when asking someone to volunteer on their board.

Value Board Members as Individuals, Not a Group

Nonprofits need to look at the skill sets of individual board members, their availability and time constraints, and make sure they are using each person where they can be most effective. For example, there may be one very busy board member who has the right connections but a limited amount of time to give.

[Instead of inviting that person to 20 meetings...](#)

The Day After The Day

Our mission at Alexander Haas is to help clients develop fully



functioning Development Offices. This includes having an Event Strategy in place. Much of our work involves strengthening the ability of our clients so they can secure major gifts. A recent article written by **Brooke Battle**, founder of SWELL Fundraising, *5 Signs You Are Throwing a Party Instead of a Fundraiser*, highlights the importance Events play in this process.

One of our clients recently hosted an Event that marked its 10-year anniversary-quite a run for a single event. This same client is currently involved in a major Capital Campaign-the biggest in the organization's history. In fact, at completion of this year's Campaign, the organization should be prepared to move onto a national and international stage.

As usual the Monday after the Event, our consultant followed up with the development team. Typically, this is a hectic day. It's also the day when a collective sigh of relief resonates throughout the team. I was told the Event was a great success: goals were surpassed; more attendees participated than ever before, and for the first time in 10 years, registration went smoothly!

Then when asked the question consultants are paid to ask: "How many new donors did you identify?"

[Crickets...](#)

Listen and Learn....

Risk Management for Nonprofits



When you hear "risk management," do you instantly think of insurance for your nonprofit?

Ted Bilich, CEO of **Risk Alternatives** joins the podcast to change that mindset and help organizations see how managing uncertainty can prepare the path for a successful future. He also shares results of their recent survey and interviews with foundations and their grantors concerning risk management.



[Listen up this is good stuff....](#)

Are You Listening to Our Podcast?

NonprofitNews.com thinks you should! The website's **Donorbox Blog** lists



our podcast **Futures in Fundraising #4** on a list of **8 Podcasts for Nonprofit Founders (in 2018)**.

Catch a new episode of Futures in Fundraising each month on Tuesdays at 10:00 am (EST) on Facebook Live.

[Go here to find all our our informative podcasts.](#)

A banner with a purple background and a yellow arrow pointing right. The text reads: 'CLICK HERE to hear the presentation and Q&A session'. To the right, it says 'Giving USA 2018: Results' and 'What do the findings mean for your subsector? David King, President & CEO of Alexander Haas, explains in this live recording.' The Alexander Haas logo is at the bottom.

We'd Like You to *Know*....

Transforming Institutions

For more than 30 years, Alexander Haas has been a fixture in the Atlanta nonprofit community. We are honored to have worked with some of the largest, and some of the smallest, organizations that help make Atlanta a better place to live.

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Our Transformational Services

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