

WHAT DOES IT TAKE TO BE A FUNDRAISING LEADER



You are blessed. You are a fundraiser. Because you are asking others to join you in a noble cause, you are twice blessed. Your focus is on mission and meeting financial objectives. But always securing gifts that are to the greatest joy of the donor.

This instrument measures your fundraising leadership. There are 20 factors that are essential in your quest to a leadership level. You are being assessed against some who are the most effective in the field. The good news is that each element is an attribute that can be learned and honed.

Here's How To Score Your Answers 1 = never 2 = seldom 3 = sometime 4 = often 5 = always

REACHING CLOSURE		POINTS
1	You have a higher than average intelligence. But are also street-savvy.	
2	You have a good command of the English language in speaking and writing.	
3	There is an unceasing intellectual curiosity.	
4	You exhibit a passion for your own learning that ensures you are growing personally and professionally.	
5	You consider fundraising a high calling— professionally and personally. For some, a ministry.	
6	You know and enjoy how to think both imaginatively and analytically— and are able to discern when each is needed.	
7	You thrive on complexity and can handle the ambiguity and paradoxes of the job.	
8	You demonstrate a deep dedication for your institution. A passion.	

QUESTIONS		POINTS
9	You are able to think creatively outside the box.	
10	There is a high level of energy— it’s infectious.	
11	You can laugh at your weaknesses and mistakes while also taking them seriously as an opportunity to learn.	
12	You prepare and plan carefully every contact and solicitation.	
13	You are a team player and work well with colleagues and volunteers.	
14	You help raising the bar for yourself. You stand on tiptoes to reach higher and higher objectives.	
15	You are in firm alignment with the Core Values and mission of the organization.	
16	When making a call, you are effective in getting inside the person’s world and mind.	
17	You find your work rewarding and fulfilling.	
18	You always strive to exceed expectations.	
19	One of your greatest skills is listening.	
20	You are convinced that yours is one of the most important positions in the organization because of the role you play in changing lives and saving lives.	
TOTAL:		

TOTAL POINTS	
100-87	You’ve got the touch! You are a fundraising leader.
86-72	You’re doing well, but you could improve.
71-69	You need to work on your weaknesses.
68 and below	You should make an extensive effort to improve your skills



