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Playing 20 Questions with your Board of Directors

1. What makes a good board member?

- Influence, Affluence, Expertise
- Time, Talent, Treasure
- Give, Get, Get Off

2. What experience should be required for Members?

- Community Involvement
- Community Recognition
- Philanthropic Record

3. How should board members spend their time?

- 50/50
- Committee Work
- Advocacy
- Retreat
- Board Meeting

4. How many boards can a member serve on well?

- Three
- Twelve

5. How many board members do we need?

- Enough to do the job
- Enough to people committees

6. How do we secure the right board members?

- Nominations committee
- Committee service
- Cultivation Events

7. Why should board members give financially?

- Lends authenticity to their service
- Example to others
- Donors want to know

8. How much money must a board member give?

- Capacity vs. Quantity
- Top Giving Priority

9. What is a board member's fundraising responsibility?

- Attend all special events
- Bring personal network to bear
- Be a calling partner

10. How is board member performance evaluated?

- Trusteeship Committee
- Board Member Self-Evaluation
- Board of Directors Self-Evaluation

11. How many meetings must a board member attend?

- If board meets monthly no more than three
- Must attend 75%
- All except for board chair approved absence

12. What are standard committees of the Board?

- Finance
- Development
- Nominating
- Program
- Personnel
- Public Relations
- Ad Hoc
- Executive

13. How do you make board meetings relevant?

- Committee Reports
- Process critical issues (eliminate rubber stamp)
- Meet with each board member in advance

- 14. How are board members dismissed?**
- According to your by-laws
 - Voluntarily
- 15. How do we know our by-laws are adequate?**
- Short, Short, Short
 - Need to meet minimum requirements
- 16. What does it mean for your board to plan?**
- Annually
 - Strategically
 - Tactically
 - Long range
- 17. What are effective board member terms of service?**
- Length
 - Rotating
 - Life Time Appointments
- 18. What should a board's relationship be to the CEO?**
- Supportive
 - Access
 - No Unilateral Directives

19. What is a board member's fiduciary responsibility?

- Approve budgets
- Ensure income
- Secure the organizations future

20. What ethical constraints must members adhere to?

- Self-Dealing
- Inurement
- Employee

Fundraising's Two Best Friends:



James P. LaRose, CFRE known around the world as *Jimmy LaRose the "Fundraiser's Fundraiser"* continues to transform nonprofit executives tasked with raising money in a tumultuous 21st Century economy. His passion for the nonprofit sector is without bounds and his love for the servant leaders who serve it is unparalleled. His heroes are those men and women of the charitable world who lay down their lives daily for the hurting and the hopeless. He has spent the last twenty years supporting leaders who spend themselves in service to others.

Jimmy and his longtime collaborator Wesley A. Rediger, Ed.D. have inspired audiences worldwide to new heights in fundraising with their laughter, passion, zeal, and conviction that *one ought never apologize for boldly inviting another to financially invest in a greater cause.* Wesley, author of the "Perfect Capital Campaign" concept and co-founder of the National Development Institute entered Jimmy's life in 1996 and became his greatest influence. Jimmy is fond of sharing with audiences, *"Wesley's knowledge of development is without bounds...he's challenged everything I believe about the raising of money."* Having traveled the world together, they now sow their vast experience into a new generation of development officers, challenging them to "get out of themselves, find a need, and meet it."

Faculty Bios:



James P. LaRose, CFRE - Founder, NDI

Jim, during his career as a development professional has assisted over 250 non-profit institutions in the U.S. and overseas. The organizations he's served include child and human welfare agencies, colleges and universities, private K-12 schools, civic organizations, mental health institutions, animal protection agencies, and fine arts coalitions. He specializes in major gifts cultivation, special events, direct mail, foundation solicitation, annual fund campaigns, capital campaigns, feasibility studies and board/staff development. Jim has worn the hats of conference speaker, development officer, and agency director, and is past President of both the

Association of Christian Development Professionals (ACDP) and the Western Maryland Chapter of the Association of Fundraising Professionals (AFP). He is the founder of the National Development Institute, a certificate program for development professionals committed to continuing education. He has held the Certified Fund Raising Executive certification from the AFP, and is a graduate of Indiana University's Executive Leadership Institute and Faculty Training Academy, Indianapolis, IN, the National Planned Giving Institute, Memphis, TN, Tennessee Temple University, Chattanooga, TN and Word Of Life Bible Institute, Schroon Lake, NY.



Wesley A. Rediger – Founder, NDI

With more than twenty years of leadership involvement in fund development, Dr. Rediger has comprehensive experience in all aspects of organizational advancement including planning, administration, fundraising, public relations, operating fund and capital campaign leadership. Dr. Rediger is an experienced organizational auditor, Vice President for Development, teacher and consultant. He has served large and small organizations in developing and guiding operating fund plans, public relations strategies, and capital campaigns. In the slow economy of 2002, he guided two organizations with vastly different missions in a small rural community to collaborate and raise \$2,361,000 against

a goal of \$2,000,000 in just 6 months. He has also served organizations in major metropolitan areas including Philadelphia and Indianapolis, and international organizations based in Europe and the Caribbean. Dr. Rediger has served on the faculty at annual conventions of various international fund development associations. He holds a B.A. from Taylor University, and an M.A. and Ed. D. in Educational Leadership from Teachers College at Ball State University. He earned the Certified Fund Raising Executive, CFRE, certification from the Association of Fundraising Professionals in 1995. He is also certified to administer and interpret the Myers Briggs Type Indicator which he has used widely in management training and team building seminars.

www.nationaldevelopmentinstitute.org

www.development.net

www.philanthrotourism.com

www.supercultivation.net

www.ministryfundraising.com