

# DONOR DEVELOPMENT TRAINING



**DEVELOPMENT**  
AND LEADERSHIP COACHING



### Identifying Your Challenges

What are the primary challenges or obstacles you believe you face in raising significant dollars for your organization?

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What are the most important questions you hope to have answered in our time together?

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What are the key skills that you believe you lack at this time that would make the most difference for you in growing giving for your organization?

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What are your top two needs that you believe your organization has that can be most impacted by raising money?

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Your thoughts:

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To grow sustainable giving, you've got to build strong and deep relationships with 30-200 generous givers. Resist the temptation to try to go broad and shallow. Invest the time to go deeper in.



## Identifying the nature of your work

You can only raise money for two things:

\_\_\_\_\_ lives.

OR

\_\_\_\_\_ lives.

Which “business” are you in?

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Your thoughts:

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“Always keep in mind... that people, not structures, change the world.”

Max DePree