



SAMPLE BOARD OF DIRECTORS 2013 FUNDRAISING CALENDAR

JANUARY:

Board meeting January 14

Final report on 2012 year-end fundraising campaign

30 minute workshop: The Elevator Pitch

FEBRUARY:

Board meeting February 11

30 minute workshop: Telling Your Personal Story

MARCH:

Board meeting March 10

30 minute workshop: Phone Calls to Donors

APRIL:

Board meeting April 14

30 minute brainstorm: How Can We Cultivate Our Donors?

MAY:

Board retreat May 11-13

2 Hour Workshop: Basics of Meeting with Donors

2 Hour Workshop: Roleplay of Donor Meetings

JUNE:

Board meeting June 9

30 minute workshop: Making "The Ask"

JULY:

Board meeting July 14

30 minute brainstorm: How Can We Find New Donors?

AUGUST:

Board meeting August 11

30 minute workshop: Cultivation Calls

SEPTEMBER:

Board meeting September 8

30 minute workshop: Writing Thank You Notes

OCTOBER:

Board meeting & year-end campaign launch October 13

3 hour workshop:

1 hour on calling to schedule donor meetings

1 hour on meeting with donors

½ hour on making "the ask"

½ hour on review of materials and distribution of donor names and profiles

NOVEMBER:

Board meeting November 10

Update on 2012 campaign

30 minute workshop: Asking Questions & Listening

DECEMBER:

Board meeting December 8

Update on 2012 campaign

30 minute workshop: Following Up on Pledges