



Equip Your Board to Make a Difference

Maximize Board Training Opportunities and Effectiveness

Assembling your board for a full- or half-day training session can be difficult; time is precious, and your board members already give a lot of it. As a result, training time must be spent efficiently and effectively, and it must leave board members feeling that they benefited from the process – not that they simply spent a day being told what needs to change.

Achieve works with clients to address key board issues such as engagement in fundraising, effective board structures and organizational visioning. Achieve board trainings enable members to have personal “a-ha” moments to see how the organization will move forward.

Achieve board training will:

- Help your board grasp the state of philanthropy and the potential philanthropic dollars that can be raised.
- Define where philanthropic dollars are going and how that trend affects your organization’s fundraising.
- Outline the components of successful organizations, including engagement by board members.

Achieve answers the following questions during a board training process:

- How do successful organizations reach their fundraising capacity?
- How does an organization get the right people on the board strategically and systematically?
- How does an organization organize the board for success?
- What are the correct roles and responsibilities for the board?

Sample Board Training Agenda

I. Overview of Philanthropic Landscape

How much is given?

Who gives?

Where does it go?

What can we learn?



Outcome: Board members learn how much is given and why your organization is not raising more. Board members then confront the reality that raising more money requires action ... increased board involvement.

II. Impact of Competition and Wealth Transfer

In a marketplace with more nonprofits than ever, you'll rise to the top by understanding the way in which money is and is not given.

Outcome: The growth of the nonprofit sector is often a shock to board members. The concepts of efficiency and effectiveness begin to become apparent. The sense of urgency is created when board members consider how much money is changing hands as part of the current wealth transfer.

III. Review of Board Roles and Responsibilities that Produce Success

Outcome: Understanding of board roles and responsibilities.

IV. Board Self Assessment

How is your board doing compared to those roles and responsibilities?
Which roles/responsibilities need to be addressed?

Outcome: Through small-group exercises, the board assesses itself and examines your organization's most pressing challenges.

V. Addressing Identified Issues

Board Recruitment
Board Structure
Creating Accountability



Outcome: Educating your board on how to effectively recruit the best board members, apply the most efficient and effective structure to the board's work, and hold one another accountable.

VI. What is Fundraising?

Outcome: Dispelling the fear that fundraising is only asking for money. A review of the tasks that are considered fundraising and how board members can do them!

Learn more about Achieve

For information about how Achieve can help increase your impact, visit Achieve's Web site (www.achieveguidance.com) or call 317-637-7000.