

## Examine Processes to Increase Effectiveness

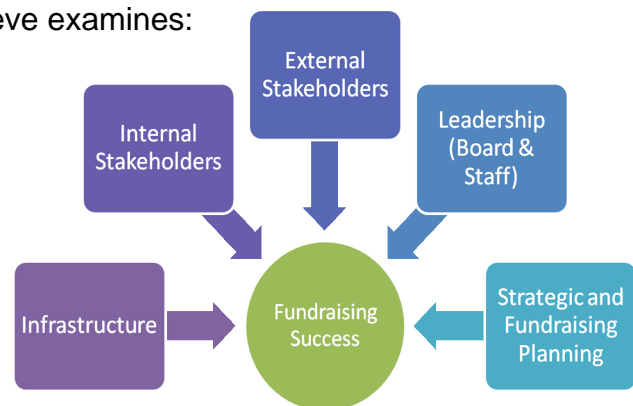
*Objective Assessment Reveals Fundraising Strengths, Weaknesses*

Nonprofit organizations can always benefit from the periodic review of their fundraising programs. Achieve's Development Audit process gives you this review in the form of a clear-eyed, outside assessment of your organization's ability to raise money. It does not measure how much money can be raised; instead, it examines how your organization raises money and what needs to change in order to improve results.

During a Development Audit, your organization's infrastructure and fundraising methods, processes and systems are analyzed in order to provide a candid assessment of the organization's fundraising. In the final assessment, recommendations are made that maximize fundraising potential.

During the Development Audit process, Achieve examines:

- Current fundraising plan
- Current strategic plan
- Organizational structure and by-laws
- Staff structure
- Technology
- Fundraising results over the last four years
- Board engagement in fundraising
- Internal stakeholder opinions/knowledge about the organization
- External stakeholders and environment analysis



Based on the analysis, feedback, and interviews during the audit process, Achieve creates a final report that provides several key elements:

- Candid feedback on the major challenges to fundraising growth
- Specific recommendations to address challenges
- Suggested resources to assist with implementation

### Learn more about Achieve

For information about how Achieve can help increase your impact, visit Achieve's Web site ([www.achieveguidance.com](http://www.achieveguidance.com)) or call 317-637-3000.