

## **Excerpts from Zimmerman/Lehman's book *Boards That Love Fundraising***

Nonprofit board members have four fundraising responsibilities:

**1. To make a financial contribution to the extent of your capacity.**

Each board member should make a “stretch” gift every year, regardless of the specific amount. Others – particularly foundations and major donors – will consider making contributions only if everyone on the board has made a capacity gift.

**2. To solicit contributions from your friends, relatives, and colleagues.**

The most important reason that a person makes his or her first contribution to a nonprofit organization is that the right person asks.

**3. To assist with recruitment of new members to your board of directors with the clout and connections to ensure the success of fundraising efforts.**

**4. To oversee your organization's fundraising efforts.**

The board should work with the executive director and development director to develop a fundraising plan for the organization.