

## By the Numbers - Annual Goals for Board Members

- **10** – Handwritten Thank You Notes
- **9** - Stewardship/Thank you Calls
- **8** – Board meetings attended (at least 75% of meetings annually)
- **7** – Make 7 opportunities to speak with friends, colleagues about your agency.
- **6** - Serve on a minimum of one committee and attend at least 6 committee meetings
- **5** - Requests for donations to the Annual Campaign. (Beginning with your own gift!)
- **4** – Hours volunteering at your agency
- **3** - Tours of the program with donors (with clients in program if appropriate).
- **2** - Tours of the program with prospects (with clients in program if appropriate).
- **1** – Attend Annual Board Retreat.
- **0** - NEVER just “sit” on a board!
- **100%** - HOLD EVERY BOARD MEMBER ACCOUNTABLE

### GREAT Board Members Also...

- Are passionate about the mission of their organization
- Chair at least one committee during their term
- Develop their skills by actively engaging in learning opportunities related to their Board service
- Become part of the succession plan