

## [YOUR ORGANIZATION] BOARD MEMBER – ANNUAL FUNDRAISING AGREEMENT

Board member: \_\_\_\_\_  
agrees to be an active contributor, every year of his/her term, to [your organization]. This will include a contribution equal to or greater than \$xx per year, either through a personal monetary contribution or collecting solid contributions from others outside [your organization], in-kind and volunteer contributions.

**Service options for term on the [your organization] board** (please select at least two items from each of the main categories listed below).

### ANNUAL FUND

As a board member of [your organization], I am committed to the mission of the organization. I understand how critical donor cultivation is to the success of the organization. Therefore, I will work to obtain funding that will support the organization's annual development goal of more than \$xx in operating funds annually for the fiscal years 2013 to 20???. Toward that goal:

- I will/have become a member of [your organization].
- I will host/have hosted a presentation in my home for prospects from my personal friends and professional acquaintances.
- I will write thank-you notes or make thank-you phone calls to community members and businesses (as assigned by staff for significant donations).
- I will cultivate five or more new donor prospects from my personal friends and professional acquaintances to join either the xx Club or the [your organization] Corporate Partner program.
- I will personally join/have joined the xx Club with a donation of \$xx or more (the preferred level for board members).
- I will volunteer to be on the new xx Group Committee to help recruit and retain members.
- I will solicit at least one donor to contribute at [your organization]'s Director's Circle Level or higher.
- I will solicit/have solicited my employer to become a corporate partner of [your organization] (levels: \$xx, \$xx, \$xx or \$xx).
- I will provide [your organization] with leads from prospective corporate partners.
- I will solicit/have solicited my employer or other companies for an in-kind donation.

### SPECIAL EVENTS/PROGRAMS

Name and date of event: \_\_\_\_\_

- I will attend with a minimum of xx guests (all board members are expected to be present).
- I will contribute at least one auction item.

- I will sell/purchase at least xx raffle tickets at \$xx (all board members are expected to make this commitment).
- I will purchase a sponsorship at \$xx or above. Sponsors pay for the full sponsorship and invite friends, family and business associates to be their guests.
- I will purchase seats/a table for the VIP reception (one full table at \$xx or individual tickets at \$xx each).

**PROGRAMS**

I will make an annual donation of \$xx or more to the following programs:

- Program x
- Education [specify]
- Other (please contact [your organization]'s board chair or executive director with your idea)

**LONG-TERM OPPORTUNITIES (CAPITAL CAMPAIGN AND OTHER FOCUSED EFFORTS)**

- I intend to make/have made a financial commitment to [your organization]'s capital campaign.
- I will assist the capital campaign steering committee by making calls/visits, as appropriate and needed.
- I will volunteer my time to be on the capital campaign steering committee.

**PLANNED GIVING**

- I will become/have become a member of the xx Society by naming [your organization] in my will or by providing another planned gift.
- I will identify prospects for the xx Society and help cultivate them.
- I will provide leads to grow the new gift annuity program (minimum age is 65).

Signed: \_\_\_\_\_ Date: \_\_\_\_\_  
Board member

Signed: \_\_\_\_\_ Date: \_\_\_\_\_  
CEO or chairperson

We will provide each member of the board of directors with the tools and support needed to be successful.

*Source: Graceful Fundraising LLC, Nancy Grace – 480-678-0053 – www.gracefulfundraising.com*

*Courtesy: Laine Seaton, executive director of the Environmental Fund for Arizona in Phoenix.*