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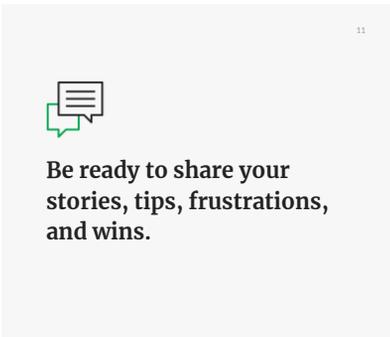
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Fundraise Up  
Let's just get it all out in the open



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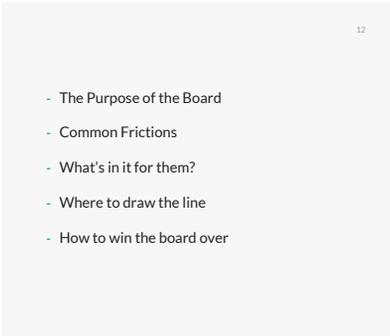
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Fundraise Up  
Let's just get it all out in the open



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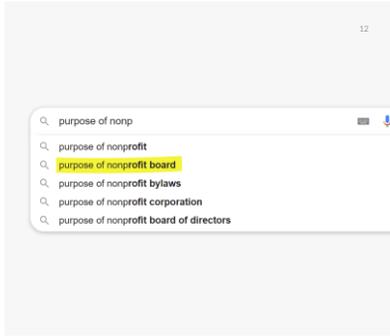
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**Purpose of the Board**




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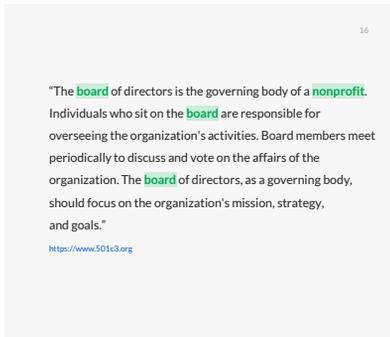
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**Purpose of the Board**




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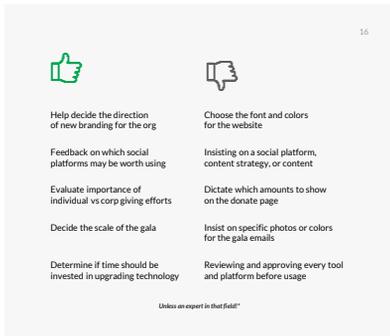
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**Purpose of the Board**




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**F**  
Purpose  
of the Board

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Ultimate value:  
**Leverage** professional experience  
to **streamline** decision-making processes  
related to **overarching** mission activities.

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**F**  
Common Frictions

16



Over-involvement in the details

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**F**  
Common Frictions

16



Assumed expertise

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Common Frictions




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What's in it for them?

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- Sense of giving, feeling useful
  - Contribution to a cause
  - Elevate own profile
  - Network with similarly-accomplished individuals
  - o Including events

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Where to draw the line

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No need to run every small decision past the board.  
(unless this is in the organization charter – it probably isn't)

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Where to draw the line

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**Limit involvement with part-time or entry-level staff.**  
Keep it to the top.

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13

How to win them over

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**Tie autonomously-made decisions back to board-defined plans and goals.**  
Show that actions are informed by board-defined direction.

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How to win them over

16

**Show data: numbers, facts, results.**  
Not opinions or anecdotal evidence.

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15

 How to win them over

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**Give credit where credit is due.**  
Acknowledge input, ideas, and help.

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16

 Fundraise Up

Questions?

Contact:  
Salvatore Salpietro  
[salvatore@fundraiseup.com](mailto:salvatore@fundraiseup.com)

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