



## New York State Dental Foundation Board Member Fund Development Plan 2016

**Board Member Name** \_\_\_\_\_

***Please complete this as your 2015 fundraising plan, by confirming your personal gift, choosing the fund/resource development and fundraising activities you will participate in, and setting goals in those areas. Please fill in and/or check any and all that apply:***

- **Make a personal donation.** NYSDF Board members are expected to make an annual financial contribution. There is no minimum amount, and we ask that you consider an amount that represents a significant contribution to you. We also ask you to consider making NYSDF one of the top three organizations you support.

My personal donation for 2015: \$\_\_\_\_\_  
 I will pay my pledge:  
     at one time, by \_\_\_\_\_ (date)  
     in 4 quarterly payments  
     in 12 monthly installments

- **Provide a list of prospects for donor cultivation and solicitation.**

I will complete and submit a major donor prospect and referral form by \_\_\_\_\_(date).  
 I will provide a list of names, addresses, telephone numbers and e-mail addresses of people that NYSDF can use for its annual appeal campaign/direct mail campaign by \_\_\_\_\_(date)  
 I will write a personal note on the annual appeal letters  
 If NYSDF provides me with a template, I am willing to personalize the letter and have it go out under my signature, on either my letterhead or NYSDF's letterhead

- **Participate in donor meetings.** Many of NYSDF's solicitations to major donors and prospects include a face-to-face meeting. Board members play a key role in these meetings.

I am interested in accompanying NYSDF staff and participating in meetings with prospective donors:  Yes  No

- **Invite friends, family, neighbors, colleagues, and contacts to support NYSDF.**

I will talk to the following people about NYSDF:

Name	Title	Affiliation
1._____		
2._____		
3._____		
4._____		

I will introduce NYSDF's Chair and/or Executive Director to set up a meeting with the following individuals:

	Name	Title	Affiliation
1.			
2.			
3.			
4.			

I will arrange for NYSDF staff or make a presentation myself to the following church, temple, community, civic, fraternal or social groups/clubs/organizations that I belong to:

Name & location of the group/club/organization	
1.	____ Arrange for ____ Make
2.	____ Arrange for ____ Make
3.	____ Arrange for ____ Make
4.	____ Arrange for ____ Make

- Host an event or invite someone else to host a event. Events such as breakfasts or cocktail receptions are used to acquaint and educate people about the work of NYSDF and are also an opportunity to raise money. By hosting an event you determine the guest/participant list, write and send out the invitations, underwrite the cost of the food and drink, and open your home (or other site) to prospective friends, supporters and donors of NYSDF.

I will host an event.

I have a friend who I will ask to host an event.

I will make personal and/or telephone invitations to prospective event participants

My goal is to raise \$\_\_\_\_\_ through an event for NYSDF.

- Serve as an Ambassador at tripartite meetings. Each Ambassador will be responsible for talking about NYSDF and encouraging support of the same.

I will serve as a tripartite meeting Ambassador.

- Make thank you calls to donors and supporters. As part of our annual “thank-a-thon,” calling donors just to say “thanks”. It’s not a pitch for money, but simply an opportunity to thank donors for their support and answer any questions that they may have, and to learn more about the donor.

I will make thank-you calls to donors and supporters:  Yes  No