

Boards on Fire!

Wednesday, May 27, 2015 from 8:00am to 12:30pm

Cleveland Convention Center
1 St. Clair Avenue, NE
Cleveland, OH

You need your board members to be strategic leaders, compelling ambassadors, and powerful fundraisers. Find out what obstacles are in their way, and how to remove them, in this highly interactive session. You will leave with concrete, practical solutions that don't cost any money, and don't require any more of your precious time.

Participants will learn how to:

- Encourage more strategic participation at board and committee meetings and events;
- Help board members be more articulate as they represent you in the community;
- Engage leaders in the most effective fundraising strategies.

Susan Howlett has helped thousands of nonprofits strengthen their boards and raise money more effectively. She is the author of two books, *Getting Funded: The Complete Guide to Writing Grant Proposals 5th edition*, and *Boards on Fire! Inspiring Leaders to Raise Money Joyfully*.

This seminar is designed for trustees, executive directors, development staff and volunteers.

Faculty: Susan Howlett, governance consultant and author

Boards
on
Fire!

Wednesday, May 27, 2015

8:00-8:30am

Welcome, introductions, session expectations

- What's up with YOUR board?

8:30-9:00am

Clarifying expectations

- Expectations of the board as a whole
- Expectations of individual board members
- Differentiating between their roles as governors and supporters

9:00-9:30am

Helping board members discern and articulate the mission, vision, and “why”

- Three exercises to replicate at home

9:30-9:45am

Break

9:45-10:15am

Ramping up your meetings to optimize strategic leadership

- Agenda content and design
- Making room for strategic and generative work
- Exercise to apply to your own organization

10:15-10:45am

Crafting strategic goals that drive board behavior and outcomes

- How to prepare for goal-setting
- How to engage in goal-setting
- How to distinguish the roles of board members in achieving goals
- How to keep goals front and center until they're met

10:45-11:00am

Break

- 11:00am-12:00pm** **Prioritizing board members' focus on the most strategic fundraising**
- Narrowing the prospect pool
 - Focusing on the lowest cost-per-dollar-raised efforts
 - Engaging board members in relationship-building with key constituents
- 12:00-12:30pm** **Share key take-aways**
- 12:30pm** **Adjourn**

This seminar is presented as part of the League's Noteboom Governance Center which is supported by leadership gifts from Richard and Kay Fredericks Cisek, The Clinton Family Fund, Marcia and John Goldman, and the Sargent Family Foundation.

Additional support is provided by generous grants from The Andrew W. Mellon Foundation and National Endowment for the Arts.