

FINDING CALM IN CHAOS

Advocating for Resources Supplemental Activity

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Try Your Hand at Starting a Basic Expansion Proposal

"If I had this resource, then that would happen"

List your current responsibilities below

"What I do..."

List things you could do with an additional resources

"What I could do with more help..."

Segment these tasks into specific categories and roles

TECHNICAL

OPERATIONAL

STRATEGIC

Consider these questions in your proposal:

- Are there any revenue increases or savings?
- What processes will be improved?
- What efficiencies will be gained?



Utilize these resources:

- AFP Fundraising Effectiveness Project
- Blackbaud Trends Report, M+R Benchmarks
- Global Trends in Giving

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