

Recommendations: Fundraising (III)

Establish unambiguous hierarchy of responsibilities

- Who is responsible for what, when?
- Add metrics

Redefine CEO role; i.e.

- Chief Closing Officer
- Chief Relationship Officer
- Chief Cheerleading Officer

Critical focus required in Board development

- Chairman's job to increase size and heft of Board
- Understanding of Board's "skill gaps"
- Delegating others on Board to work with staff



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