

Philanthropic Culture Checklist for Staff Members

Answer each question with a “yes” or a “no” and discuss what is needed to turn a “no” into a “yes.”

Yes/No	Checklist	Action Needed
	1. I believe that philanthropy is essential to the fulfillment of our organization’s mission.	
	2. I can describe the programs/projects that philanthropy helps to underwrite and I know what it doesn’t fund.	
	3. If a donor asked me, I could give at least two or three examples of how philanthropy has an impact.	
	4. I also could give several examples of where philanthropy is needed right now.	
	5. I have personally met and know at least five donors by their first names.	
	6. I have written thank-you letters to donors who have supported a program/project.	
	7. We treat each and every donor as a partner, regardless of how much time, talent, or treasure he or she gives.	
	8. Every year, I make my own gift to the staff/employee campaign because I want to be counted as a donor, too!	
	9. When I am with friends and family, I brag about the way donors make our organization “great.”	
	10. The role of fundraising belongs to all of us, and I will do whatever I can to develop strong relationships with donors.	
	11. I not only feel honored to work here but I also consider our organization as one of the leading nonprofits in our community.	