

Are your leaders leading fundraising?

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**Take a few minutes to think about these questions and your responses.
Be ready to share with a neighbour.**

1. Who is leading fundraising in your organisation?
2. Who do you think should be leading fundraising in your organisation? Why?
3. What is your view of the CEO-Board Chair relationship in your organisation – particularly in relation to fundraising leadership?
4. How would you describe your leadership style?
5. How can you, as an aspiring leader, prepare yourself to lead and drive fundraising?

Consider if you agree or disagree with these issues. Be ready to poll!

1. The CEO is the chief fundraiser
2. The centre of fundraising is the CEO and the Chair and Board facilitate and assist that
3. CEOs should be encouraged to build donor and partner relationships because fundraising often follows
4. CEO needs good, strong, working relationship with Board Chair that doesn't stifle CEO motivation to find fundraising and funding opportunities

5. The Board Chair should lead by example in a fundraising context
6. When Board Chair sees an opportunity for fundraising, they should bring it to attention of CEO
7. The core values of CEO and Board Chair need to match (e.g., ethics, diversity, trust)
8. A great CEO-Board Chair relationship supports fundraising and mission rather than drives fundraising and mission
9. The most important relationship in the organisation is the CEO-Board Chair relationship and them getting along
10. A great CEO-Board Chair relationship is fundamental to great fundraising outcomes

<p>A selection of references in relation to CEO-Board Chair relationship (not all in fundraising context)</p>
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