

MEMO

Date: September 9, 2010
To: Board of Directors
From: Barbara J. Bonifas, CEO
Subject: Telling the Girl Scout Story

As a follow up to our June session on “Telling the Girl Scout Story,” please be prepared to share what you have done to share your story. We will also talk about how you can take this to the next level, using your stories to assist in development efforts.

I am attaching some success stories (Attachment G-1), as well as our case statement (Attachment G-2). Please feel free to use them if they are helpful to you.

Just to get you thinking, here are some examples of ways in which board members are getting involved in fund development:

1. Kathy McMullen has offered to assist in the solicitation of a major gift from a national corporation that could benefit both Girl Scouts of Western Ohio and Girl Scouts of the USA.
2. Karen Huelsman has agreed to help solicit \$1,000 donors in the Dayton area and help lead the planning for the Dayton Women of Leadership Luncheon.
3. Ann Hartmann is meeting with fund development staff to identify and rate prospective and former donors in the Toledo area.
4. Kim Amrine has provided the fund development “ask” at the annual Women of Distinction reception and has followed up with personal letters to individuals.