



**BUILDING A CULTURE OF PHILANTHROPY  
A BOARD MEMBER'S PLAN OF ACTION**

As a member of the **Girl Scouts of Western Ohio** Board of Directors, I play a key role in building a culture of philanthropy and in supporting the development efforts of the council. In the coming fiscal year, in addition to normal Board activities and committee work, I would like to assist in the following ways (check as many as are applicable):

- I. IDENTIFICATION OF PROSPECTIVE DONORS  
\_\_\_ I will identify at least \_\_\_ (insert number) potential donors and communicate their names, contact information, and other pertinent information to the council CEO or CDO.
  
- II. DISCOVERY VISITS WITH PROSPECTIVE DONORS  
\_\_\_ I will accompany the council CEO or CDO on at least \_\_\_ (insert number) discovery visits, to get to know prospective donors and what their philanthropic interests are. (Note: these are NOT solicitation calls.)
  
- III. CULTIVATION OF PROSPECTIVE DONORS AND EXISTING DONORS  
\_\_\_ I will host an event in my home or other venue for potential/existing supporters.  
\_\_\_ I will invite \_\_\_ (insert number) potential donors or existing donors to a council event, to visit the council office, or to visit one of the council's camps.
  
- IV. DONOR SOLICITATION  
\_\_\_ I will accompany the CEO or CDO on \_\_\_ (insert number) of solicitation calls.
  
- V. DONOR STEWARDSHIP  
\_\_\_ I will make \_\_\_ (insert number) of thank you calls or write thank you notes to donors.

VI. EVENTS

I will support \_\_\_\_\_(insert name of special event) by  
\_\_\_\_\_(insert specific commitment, such as buying a table, soliciting  
a sponsorship, serving on the planning committee, etc.).

VII. PERSONAL CONTRIBUTION

- I will make a personally significant annual contribution to the council.
- I will make a personally significant contribution to special campaigns in the future, such as a capital campaign.
- My employer will make a matching gift.
- I will make the council a part of my estate plan.
- I have already made the council a part of my estate plan.
- I would like more information on how to include the council in my estate plan.

VIII. GENERAL

- I will make my affiliation with Girl Scouts known to friends, family, civic and business colleagues.
- I will speak about Girl Scouting at a civic club.
- I will stay up-to-date on activities through the website and newsletters.

IX. OTHER/COMMENTS

---

\*As a Board member, you will receive all campaign solicitations as a means to keep you informed on fund development activities.

Name \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_