

## Individual assessment

Community foundations are complex organizations providing asset development, strategic grantmaking and financial administration. They offer donors and professional advisors a relatively sophisticated set of products and services: philanthropic advice, gift planning strategies, and charitable funds. They appeal to a targeted audience: philanthropic people who want to support their local community.

Because of the complexity and relatively limited marketing resources inherent to community foundations, leveraging personal contacts is critical to growth. In this context, board members are uniquely positioned to accelerate growth in community foundation assets and impact. They can contribute as ambassadors in the communities they represent, sharing community foundation messages and stories with family, colleagues and associates—and “raising friends” for the organization.

Answer the following statements to assess your ambassador readiness quotient:	YES	NO
I think our community foundation has a clear and compelling message.		
I am comfortable delivering this message.		
I am delivering this message.		
I have community foundation business cards.		
I understand the power of endowment.		
I understand the benefits of unrestricted funds.		
I understand local community needs and issues.		
I would be comfortable making grant check presentations.		
I would be comfortable leading a group discussion about local community needs.		
I have introduced my professional advisor(s) to the community foundation.		
I have personal contacts (friends, family, colleagues) I'd like to introduce to the community foundation.		
I would be comfortable hosting a breakfast or lunch meeting to introduce a personal contact to the executive director.		
I would be comfortable hosting a social gathering for the community foundation at my office, club, or association.		
I would be comfortable hosting a social gathering for the community foundation in my home.		
I would be comfortable discussing the benefits of including the community foundation in wills and estate plans.		
I am a donor to the community foundation.		
I am a member of the community foundation legacy society (the community foundation is in my estate plan).		
Other:		