



A little homework for the Culture of Philanthropy Session

For this exercise, think of yourself as the Chief Development Officer may think in your organization. Or think of yourself where you fit within the Development Function.

Answer all 13 questions by marking the Never, Sometimes or All the Time Box.

Under the Master Total Box, put the total of your answer to each question in that Box beside the question. For instance, if you marked 2, "Sometimes", to question one, the master box would have a 2 count. When complete, add the total in the master box column and put the total at the bottom.

When finished with that exercise, review each of the 13 questions again and *choose only three* that you believe are the top three barriers to success in your organization. *Only three may be chosen.*

It is important that you complete this exercise before the session. Be honest as no one will see your answer other than you.

I look forward to having some fun with you!

Best,
June

