

## FUNDRAISING SELECTION CRITERIA

	<b>Firm</b>		
	<b>Date:</b>		
	<b>By:</b>		
	<b>Assigned</b>	<b>Earned</b>	<b>Criteria for selecting fundraising consultant</b>
	<b>Points</b>	<b>Points</b>	
	7		Awareness and understanding of our need
	5		Ability to address our specific challenge
	3		Experience with projects similar to ours
	2		Scalable - can do other projects with us as we grow
	3		Has record of repeat contracts and service with other clients
	2		Available references
	5		Senior consultant's level of involvement
	7		Extent of professional FUNDRAISING training (minimum of 10 courses)
	10		Full-time, frontline fundraising experience (minimum of 10 years)
	5		Resume of the consultant providing service
	2		"Reasonable" fee
	3		Flexible - e.g., if planning study then number of interviews to be conducted
	5		Interest in this project
	3		Present workload - busy and in demand but not so busy as to compromise service
	10		Proven, demonstrable record of major gift success at \$250,000 and above
	5		"Presence" - brings credibility and confidence to a project
	10		Understands the "ways" of Orthodox culture (successful fundraising is deeply personal)
	5		Good chemistry with priest/bishop/CEO
	3		Speaks well, clearly articulates thoughts
	5		Listens extremely well
<b>Total</b>	<b>100</b>		