

## Selecting a Fundraising Consultant

Assigned Points	Earned Points	Criteria
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
100		