

## 12 minutes a day resource development

- Upgrade a job description
- Upgrade evaluations and send
- Thank a donor with a personal call.
- Set up a coffee date with a potential partner.
- Use an evaluation form about an existing partnership
- Ask a potential customer if they would be interested in your product- quick call or email
- Tell someone “Did you know we...” (your new product or services as part of a conversation)
- Ask about a need. Ask someone about what they would value from you?
- Send a donor a personal note.
- Share information with a board member
- Write three questions for an online survey
- Call your office like a stranger- check out your customer service
- Make a plan for resource development this week
- Draft a board items about a resource.
- Call for an appointment with a business member.