**Area Financial Health Tune-Up Questions**

Who owns fundraising in the area?

Do we have a team focused on donors and financial health (TDS Team)? If not, who could we invite to be a part of this team?

Are we thanking donors in an honoring way and in a timely manner?

Which of the 7 Non-Negotiables of TDS are we doing well, need improvement on, or need to get started with?

*Prayer -*
*Case Statement -*
*Leadership -*
*Priority Prospect List (PPL) -*
*Cash Flow -*
*Strategy -*
*Financial Master Plan -*

What percentage of your area’s total time spent on fundraising is spent on (write a number next to each). How can we put 70% of our efforts into the top 2?

*Face to Face Meetings –*
*Small Group Events –*
*Large Group Events –*
*Phone Calls –*
*Letters –*

Are we being invitational and building deeper relationships with donors and getting them closer to the ministry? What do we need to do to improve this?