

Board Training Campaign Quiz

Please answer the following questions about **capital campaigns**. Some questions may have more than one correct response. Your answers will provide us a framework to discuss a capital campaign for our organization.

- 1) **How will your capital campaign affect your annual fundraising?**
 - a. Annual fund will go down during the campaign.
 - b. Annual fundraising will stay about the same.
 - c. You should suspend the annual fund during the campaign.
 - d. Annual fund is likely to go up during the campaign.

- 2) **What percent of your campaign goal should come from your board members?**
 - a. Your board should give 25% of the campaign goal.
 - b. Your board should give at least 10% of your campaign goal.
 - c. Your board members don't have to give to the campaign.
 - d. Your board members contributions should be appropriate to the make up of your board.

- 3) **Where will most of the money for your capital campaign come from?**
 - a. Very wealthy people who have given to causes like yours but you don't know them.
 - b. People who believe in your cause, have financial capacity and some connection to your organization.
 - c. Area foundations that support your organization.
 - d. Corporations that have branches in your community.

- 4) **How long will it take to do a capital campaign?**
 - a. One to two years.
 - b. Three to four years.
 - c. Five to six years.

- 5) **How long should the pledge period be for your campaign?**
 - a. Three years.
 - b. Five years.
 - c. Donor's choice.

- 6) **What is the purpose of a feasibility study?**
- a. To determine whether your project is feasible.
 - b. To evaluate the giving inclination of your top donors.
 - c. To determine a working goal for your campaign.
 - d. To find out whether a campaign is possible.
- 7) **How much money will our capital campaign cost?**
- a. Not much. We can just have our team do it.
 - b. 30% of the campaign goal.
 - c. 10% of the campaign goal.
- 8) **What percent of your campaign goal should the top gift be?**
- a. 10%.
 - b. 20%.
 - c. 30%.
 - d. It depends.
- 9) **When do you need a campaign brochure?**
- a. It's the first thing we should work on.
 - b. We need one to approach the largest donors.
 - c. When we kick off the public (broad) phase of our campaign.
 - d. You may not need one at all.
- 10) **What's the best outcome of your successful capital campaign?**
- a. You've raised the money you needed.
 - b. You got very good at major gift fundraising.
 - c. You strengthened your relationships with your donors.
 - d. You learned to love fundraising.
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Answers:

Answers are available at the link below. Be sure to discuss these topics with your organization so that everyone is on the same page regarding a capital campaign.

<https://capitalcampaignpro.com/capital-campaign-board-training-quiz/>