



10 Questions Every Board Member Should Ask

Board Leadership and Revenue Accountability Checklist

1. Do we understand the true cost of our growth?
2. Are revenue expectations aligned with staffing capacity?
3. Is fundraising responsibility clearly defined — including ours?
4. Do we know our top five revenue risks?
5. Are we investing in infrastructure before crisis?
6. Have we discussed succession as a revenue strategy?
7. Are we measuring donor retention — not just annual totals?
8. Do we support leadership boundaries — or undermine them?
9. Are we asking for growth without resourcing it?
10. If our Executive Director left tomorrow, are we prepared?