

Building the Team

8 categories of people you need

1. Leaders

These are people with fundraising expertise. They understand the key principles and processes of fundraising that need to be in place to be successful.

2. Champions

These are our ambassadors and advocates. They are excited and capable of telling our story and getting people excited about what we are doing and why they are thrilled to be involved.

3. Connectors/Collaborators

These are people who know people. If they don't have a direct connection, they are only a phone call away from someone who does.

4. Facilitators

These are the people who make it easier for the group to arrive at its own answer, decision, or deliverables.

5. Shapers

Focused on individual tasks, Shapers exhibit tremendous energy and are tenacious in pursuit of their goals: they inform outcomes and create the future.

6. Coaches

These people are models for effective learning and teaching. They help team(s) implement and influence strategies that lead to group and individual success.

7. Supporters

These people encourage someone or something and promotes advocacy for the cause or movement.

8. Inspirers

Inspirers collaborate with others to help people feel secure and appreciated. They help creativity, innovation and new ideas flow freely. They also provide an emotional payoff, because people like to be a part of a winning team.