

**Development Boot Camp: Taking Control of Your Fund Development Plan**

**September 15, 2015**

**“Seven Steps for Success”**

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|  | **STEPS** | **OUTCOME** | **BRAINSTORM YOUR IDEAS** |
| **Building a successful plan** | | | |
| **STEP 1:** | **Analyze your revenue** | **Gain knowledge and identify trends** |  |
| **STEP 2:** | **Prioritize your revenue** | **Identify your priorities – “rightsizing”** |  |
| **STEP 3:** | **Allocate your time** | **Identify your goals** |  |
| **Executing a successful plan** | | | |
| **STEP 4:** | **Identify and engage a mentor – “subject matter expert”** | **Guide, teach, support & encourage** |  |
| **STEP 5:** | **Communicate your plan** | **Build trust with key constituents** |  |
| **STEP 6:** | **Implement your plan** | **Get started – “manage the manager”** |  |
| **Charting your progress of a successful plan** | | | |
| **STEP 7:** | **Monitor your progress** | **Report, refine and celebrate** |  |