

What Can You Do with a Rubber-Stamp Board? Is there anything you can do to add life to a lackluster board?

Q Our organization is led by a conservative executive director and a board that just rubber-stamps everything without any insight or vision. What can we do to revitalize both the board and the organization?

A I'm a big believer in holding a yearly board retreat where folks get together and ask themselves: What's our vision of the future? What do we want to get done? Do we have the right players to accomplish our mission? Such a retreat is a chance to engage and energize a "rubber-stamp" group.

*Carol Weisman, President
Board Builders
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“A retreat is a chance to engage and energize a group.”

Also see these Nonprofit World articles at *NonprofitWorld.org/members*: “Board Retreats: The Wave of the Future” (Vol. 22, No. 4), “Seven Creative Ways to Energize Your Board” (Vol. 16, No. 3), and “How to Assess and Improve Your Board’s Performance” (Vol. 24, No. 1).

When Using Fundraising Pages, Must You Register in Every State? When others fundraise for you, do you need to register wherever they might solicit?

Q Our organization is talking to a vendor that will let our current donors become solicitors or “champions” who can then create personal fundraising pages so they can raise funds through their contacts, on our behalf. We obviously have no control over who or where they solicit. Though we won't be knowingly soliciting contributions from other states, our “champions” might. Does that mean we have to register in all the states?

I assume that your champions won't be paid for their efforts. If they're being paid, they have to register as fundraising counsel or professional solicitors. That's a whole other process.

I also assume that your vendor will be paid for its work. Depending on what it actually does, the vendor will likely need to register as a fundraising counsel, and you'll need to list it on your own registrations. It's technically illegal to deal with an unregistered fundraising counsel. **S**

*Don Kramer
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A Since most state laws require registration before a solicitation is made by or *on behalf of* a charity, you should be registered wherever your champions will be soliciting. As a practical matter, if you don't know where folks will be soliciting, you can probably wait until you have a donor from another state before you actually register there. A good faith effort to register as soon as you know that solicitations are being made on your behalf should prevent the imposition of penalties.

“The vendor will likely need to register as a fundraising counsel.”

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