WORKSHEET / OPERATIONS & RESOURCES

Revenue Opportunity Filter

Compare funding options against timing, flexibility, staff effort, values, and mission fit.

Compare opportunities using your own relationships, terms, timelines, and capacity. No source of revenue has a universal speed, flexibility, or effort rating.

Opportunity	Timing / speed	Flexibility of use	Staff effort	What to verify
Current donor outreach				
Board introductions				
Local business sponsorship				
Donor-advised fund outreach				
Emergency grants				
Fee-for-service				
Events				

Use dates, ranges, and brief notes. Check restrictions and likely net income after costs before relying on an opportunity.

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WORKSHEET / OPERATIONS & RESOURCES

Revenue Opportunity Filter

Choose a realistic mix

1. How quickly could this money arrive?

2. Can we use it where we need it most?

3. How much staff time will it take?

4. Does it fit our relationships and values?

5. Does it strengthen mission capacity?

What will we pursue, who will follow up, and by when?

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