

Worksheet #1.1:

Where Are Your Priorities?

Where are you investing your time and resources?

Five Signs You Might Be Focused More on Inside Results Than on Outside Results

What do you talk about and focus on in these activities?	Inside Results	Outside Results
1) Staff meetings		
2) Newsletters, donor letters, brochures and publications		
3) Elevator speech (What is your 60-second answer to "What does your organization do and how's it going?")		
4) Budget and financial reports		
5) Celebrations		

Figure 1.1