Levels of Influence

- **Board of Directors**
  - Governing Policy
  - Setting Mission and Goals
  - Soliciting Major Donors
  - Establishing Membership Goals

- **Professional Staff**
  - Executing Policy
    - Defining Programs and Projects
    - Organizing Donor Campaigns
    - Developing Membership Strategies
  - Operating Policy
    - Designing Action Plans
    - Soliciting Foundation Grants
    - Implementing Membership Drives