

# BUILDING YOUR CASE FOR SUPPORT

1



**Piece #1** What is the Community / Region Problem that Demands Response?

**Puzzle piece #1** presents a clear, compelling and complete picture of the problem. Both factual and emotional, this “bad news” piece carries a lot of weight. As you view the information within each bar in the Tutorial, use this worksheet to capture any ideas for your case development work in the Q&A Template later.

**What is the problem?**

**How pervasive is this problem?**

**What impact is the problem having on...?**

**What will happen if this problem isn't addressed now?**

**How will you describe the manner in which a single person is affected?**

**How would you articulate the problem in 10 words or less?**

# BUILDING YOUR CASE FOR SUPPORT



## **Piece #2** Solution to the Community Problem

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**Puzzle piece #2** gives a broad-brush, principle-based and do-able answer to the problem. This piece introduces the “good news,” the idea that there is a solution. As you view the information within each bar, use this worksheet to capture any ideas for your case development work in the Q&A Template later.

**What is the fundamental principle at the heart of solving this problem?**

**Envision your program/organization’s broad impact**

**What is your organization’s solution to the problem?**

**For what purpose does your organization exist?**

**How would you articulate the solution in 10 words or less?**

# BUILDING YOUR CASE FOR SUPPORT

3



## Piece #3 Your Organization's Response

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**Puzzle piece #3** *This third piece to the Case for Support puzzle asks you to answer the following questions to describe a strategic response for how your organization delivers solutions with measurable goals and objectives. As you view the information within each bar, use this worksheet to capture any ideas for your case development work in the Q&A Template later.*

**How is your organization responding to the problem?**

**What specific programs do you currently have in place?**

# BUILDING YOUR CASE FOR SUPPORT

4



## **Piece #4** Your Organization's Unique Qualifications

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**Puzzle piece #4** *Answer the questions below to build trust that your organization is uniquely qualified to provide the solution for long term success. As you view the information within each bar, use this notesheet to capture any ideas for your case development work in the Q&A Template later.*

**What is your organization's inception story?**

**Describe the key decision-makers and directors**

**What are your key successes?**

**Why is your organization unique?**

# BUILDING YOUR CASE FOR SUPPORT

5



## Piece #5 Your Plans for the Future

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**Puzzle piece #5** *Use the questions below to describe how your organization's solutions will continue to grow in the future along with the confidence that an investment now will pay off immediately and over the long term. As you view the information within each bar, use this worksheet to capture any ideas for your case development work in the Q&A Template later.*

**How does your strategy position you for the next one to three years?**

**How will your organization continue to respond in the future?**

# BUILDING YOUR CASE FOR SUPPORT



## Piece #6 Your Plans for the Future

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**Puzzle piece #6** *Puzzle piece #6 explains how to motivate the reader. As you view the information within each bar, use this worksheet to capture any ideas for your case development work in the Q&A Template later..*

**How can people help?**

**How will specific monetary amounts impact those you serve?**

**What fundamental benefits will a donor experience by supporting your organization?**

**What other benefits will a donor experience by supporting your organization?**