



GROWING GREAT BOARDS

PAUL'S BOARD DEVELOPMENT RULES

- ❖ FORMIDABLE BOARDS = HIGH PERFORMING YMCAs.
- ❖ RECRUIT FOR POWER AND BALANCE.
- ❖ CAREFUL WITH REPRESENTATION. THERE IS NO PLACE FOR SPECIAL INTERESTS.
- ❖ LEADER STUDIES IDENTIFY POWER PLAYERS, OPEN DOORS AND STRENGTHEN COMMUNITY RELATIONSHIPS.
- ❖ ONE THIRD (MIN) OF ANY YMCA BOARD SHOULD BE POWER PLAYERS.
- ❖ POWER IS DEFINED AS "ABILITY TO GET THINGS DONE."
- ❖ SALE BEGINS WHEN PROSPECT SAY "NO".
- ❖ CONSIDER OTHER ROLES IF BOARD IS NOT A POSSIBILITY.
- ❖ NOMINATING COMMITTEE SHOULD BE STRONGEST GROUP.
- ❖ CHANGE BYLAWS IF OBSTRUCTIVE.