

Questions to Ask Campaign Consultants

Tell us what experience you have in situations similar to ours.

If we engage your firm, who will be working with us?

Have you worked on campaigns that haven't reached their goals?

What would you do if a donor made negative comments about our leadership?

What would you do if your interviews did not seem to be providing good information about giving potential?

How long will a study take? Will you be able to speed things up for us?

Do our basic objectives make sense to you? How would you express them differently?

How should we deal with competing campaigns in our community?

Can you tell us what really happens during a study interview?

Do you have the time to do this project?

Do you have any potential conflicts of interest?

How much will you charge?

Why do we need a feasibility study? Why not just start the campaign?

What's special about your firm?

What will happen if after you've done the interviews, you don't think we're ready?