



## 10 Unconventional “Ice Breaker” Questions to Ask a Nonprofit When You First Meet

These were developed for 2023 **Community Changemakers** event hosted by [Spur Local](#) (formerly the Catalogue for Philanthropy.) It will feature dozens of organizations serving the DC region who are there ready to tell their story and introduce themselves to the evening’s guests.

These are **10 unconventional “ice breaker” type questions** designed to prompt interesting conversations. You do not have to ask every organization all 10 questions. This just gives you a variety of starting points. Some of these are more challenging than others, but none are designed to be threatening or confrontational. They are listed below with the “easiest” questions first.

### The Easy Questions

1. What are you just bursting to share about your organization? What are you most excited about?
2. How do you like to stay in touch with your donors and funders?
3. Tell me about your logo or Tell me how your organization’s name was created. What does it mean or represent?
4. How does your organization take care of its people? Can you give me a fun example?
5. What is your favorite fact or statistic regarding your organization or your organization’s work?

### The More Challenging Questions

6. What do you feel is least understood or appreciated about your work? What do you wish more people knew about what your organization does?
7. Do you have a favorite donor or funder? (They don’t have to name them.) Can you tell me what about that relationship makes it special?
8. Does your organization have a values statement? If so, what value resonates most with you personally?
9. Has your organization needed to make some tough decisions or choices regarding diversity, equity or inclusion? Tell me about that process.
10. Can you think of a time when your organization has demonstrated leadership in your field or even the nonprofit sector as a whole?

For additional details, see the blog post “10 Unconventional “Ice Breaker Questions” on the Capital Philanthropy home page.



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