

Worksheet #6.2

## Top 10 Questions to Ask About Program Capacity and Sustainability

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Check the three most important for your organization.

- 1. Does this program align with our mission statement?
- 2. Does this program align with our Big Holy Audacious Goal (BHAG)?
- 3. Does this program have written goals that meet the S.M.A.R.T. test (Specific, Measurable, Achievable, Realistic, Time-related)?
- 4. Do we have the people capacity to both launch the program and maintain it (a staff champion, support staff, volunteers, and so forth)?
- 5. Have we answered the five Drucker questions?
- 6. Have we invested adequate time and money in researching *Who is the customer?* and *What does the customer value?*
- 7. Does this program align with our culture and our core values?
- 8. Have we conducted due diligence to assess the program's sustainability (including revenue and expense) over the next three to five years?
- 9. Under what conditions do we agree that we will "pull the plug" on this program if the goals are not achieved by the target dates?
- 10. Have we been diligent in asking our inside circle for constructive criticism or have we spiritually hyped it so much that naysayers have been silenced?

**Bucket Bottom Line:**

Is there anyone here who, planning to build a new house, doesn't first sit down and figure the cost so you'll know if you can complete it? If you only get the foundation laid and then run out of money, you're going to look pretty foolish. Everyone passing by will poke fun at you: "He started something he couldn't finish." (Luke 14:28-30, *The Message*).