

□□ Over the last 3-years our income has been inconsistent- sometime it grew a little, but reduced as well in some years

“Under developed: Revenue growth has been inconsistent and unsatisfactory.

## Reflection:

- Understand reasons for no growth.
- Identify triggers for faster growth.
- Others -

## Action:

- Is there any way to arrest any further future slides- what actions can we take immediately?
- What does growth mean to us?
- Others -

# Notes for Development:

1. Revenue growth has been inconsistent and unsatisfactory.
2. Inconsistent revenue growth is as sensitive as no growth. Determine reasons, check for patterns, and identify specific capacity areas to address weakness.
3. It will be very useful to conduct inner assessment of what is wrong in the system. Only then it will be a step forward to demonstrating fresh intent. Consider conducting a capacity assessment, create a fresh plan by allocating some emergency fund for reviving fundraising operations.

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