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# RESULTS

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## Result Questions

Use these questions with your staff and/or volunteer teams to help get clarity on what you seek to achieve for those you serve.

- How do you define success for those you serve?
- So what?
- What is the difference your organization or program made?
- How much of a difference?
- How do you know? How are you verifying results?
- What does success look and sound like?
- What would happen if the program did not exist?
- What happens when the donor's investment is spent?