

Prospecting Worksheets

Brainstorm Prospective Donors

Create a List of:

- Current board members
- Former board members
- Circles of influence of these people (eg. employers, clubs, friends)
- Current donors of amounts of a set value (you decide)
- Former donors who haven't given recently
- People who volunteer for your organization
- People who may have attended your events
- People who have been touched by your services (themselves or family members)
- People/funding organizations/companies who have given generously to causes similar to yours
- Any other organization or individual who might have a reason to be interested in your cause

Invite a group of well-connected people who know and support your organization to review and add to the list. This can be done individually or in a group brainstorming session. Later you can ask these same people to help you rate the prospects. See the next page for rating worksheet.

