

Prospect Screening Worksheet

Rank the fit of potential funders from 1 (low) to 5 (high) for each of the green highlighted boxes below.

Add these across for the Total Fit score.

If a prospect's Total Fit score is 15 or more, use the Prospect Tracking Worksheet to collect more information about the prospect.

Funder Name	Contact Method	Geographic Focus	Funding Interests	Grant Types	Grant Sizes	Total Fit Score	Next Steps
Example: Bigtown Foundation	www.bigtown.org	4	3	5	5	17	Fill in Prospect Tracking Worksheet
Example: ABC Corp.	416-555-1212	3	4	3	2	12	Contact in a year for updated info