



PHONE: 1-833-782-FREE

WEB: www.freereentry.org

E-MAIL: info@freereentry.org

Donor Prospect Guide for Board Members

Contact Name: _____ Date of Contact: _____

Volunteer and/or Staff Member: _____

Type of Call: Visit Telephone Letter

Business Address: _____ Home Address: _____

E-mail _____ E-mail _____

Telephone: () Telephone: ()

CONTACT SUMMARY: Information obtained should be as comprehensive as possible. i.e., indications of political or religious preference, remarks about family, hobbies, community interest, state of health, quality of reception, personality traits, degree of familiarity with organization, attitudes, etc.

Date of Next Action Step: _____

Next Step:

Send Literature	In-Person Visit	Solicit
Send Letter	No Further Action	Post-Solicit
Phone Call	Cultivate	Re-solicit
Other		

REQUEST AMOUNT: STEP: RECOMMEND AFTER CALL: CAPABILITY:

Suggested: _____	Possible Prospect/Needs Research	\$1 million plus
Actual Request: _____	Capability Determined/Research Done	\$500,000 - \$999,999
	Cultivation/Solicit/or Assignment Made	\$250,000 - \$499,999
PRIORITY:	Solicited/No Decision	\$100,000 - \$249,000
RECOMMENDATION AFTER CALL	Solicited/Favorable	\$50,000 - \$99,000
Close within 30 days	Solicited/Decline	\$25,000 - \$49,999
Close within 90 days		\$5,000 - \$24,999

Close within 180 days LEVEL OF INTEREST:
 Close within 1 year High Moderate Low Uncertain