Finding People to Ask

Review lists of prospects (individuals, foundations and corporations) for your organization. Then spend five minutes "brain storming" the names of people you know. After you've finished

this, continue with the second part of the form which will help you qualify the prospects.						
Contacts:						
	_					

Qualifying Your Prospects

Right Person + Right Offer + Right Time = "Yes"

List your best prospects based on Linkage, Interest and Ability. Then rate your prospects on a scale of 1-5 (5 being highest).

Person or Entity	Linkage to the Organization. Name of link.	Interest in the cause? A specific issue?	Ability to give. Guesstimate how much.	Total Rating