

LINCOLN COMMUNITY
F O U N D A T I O N

215 Centennial Mall South, Suite 100 • Lincoln, NE 68508
www.lcf.org

Developing Your Prospect List

Who has volunteered for five or more years?

Who has held leadership positions at the organization?

Who has given most consistently (5 of the past 7 years) to the organization (regardless of gift size)?

Who sponsors your events and/or consistently attends your events?

Who has highly appreciated marketable securities?

Who has a favorite program at your organization?

Who has given significantly to a capital campaign?

Who is in the organization's "circle of influence" (board members, volunteers, friends, neighbors, relatives, associates, clients, employees)?

Who is a family member of a client who has capacity to give?
