

HANDOUT #14a

Your Personal Network

Think about your network of friends, relatives and business associates. These could be people you have met through social activities, work, volunteer activities, sports and recreating, your kids, family, school, church, neighbors, etc.

List the names of people who meet the following criteria: 1) they actually like you or at least respect you, 2) you are reasonably sure they have disposable income and are not living hand to mouth, and 3) there is some linkage to your organization.

Check column A if they know I'm on the board; Check Column B if they know the mission and programs of the agency.

Names:	A	B
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Tell these people about the work of the agency and find out if they have disposable income, and if they have an interest in this agency. When we treat our donors really well they talk about us and our donors become fundraisers.