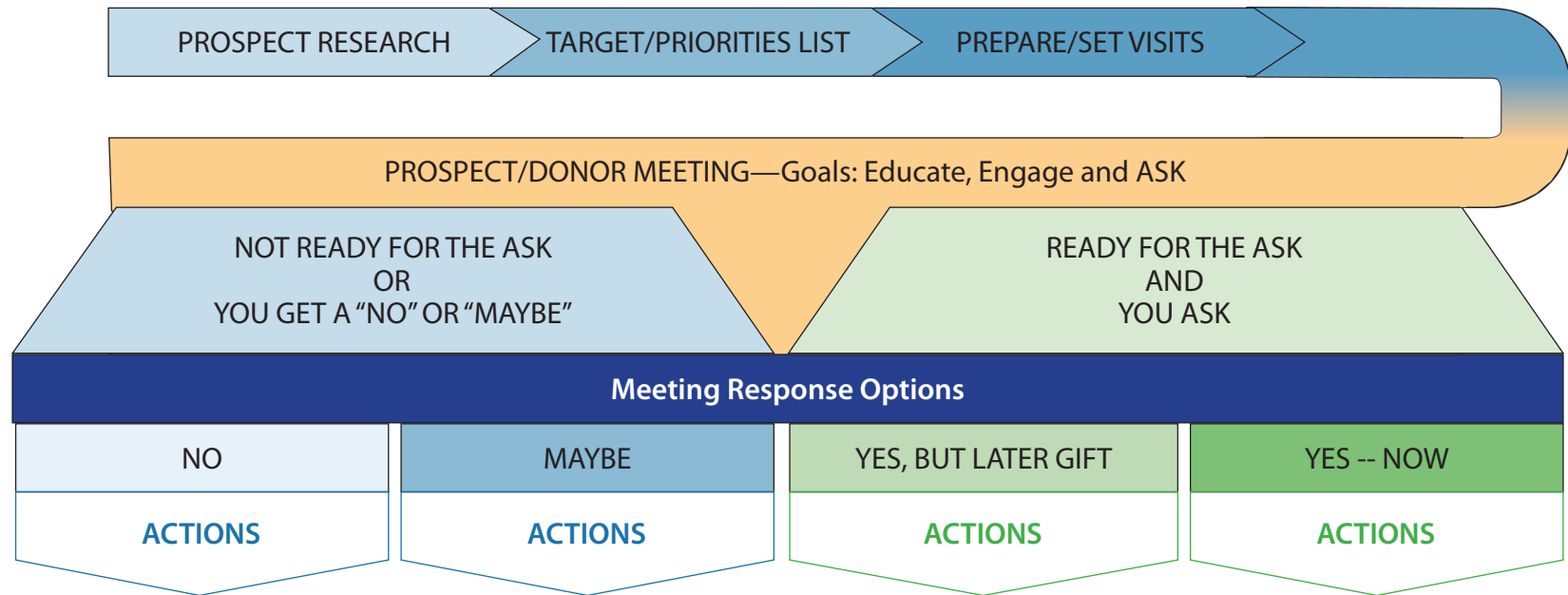


Major Gift Process



- Thank
- Ask to Inform*
- Ask for Referral
- Do Thank You Letter
- *Add to Mailing, Invite, etc.

- Thank
- Ask to Inform*
- Ask for Referral
- Determine What Info and When to Follow-Up
- Do Thank You Letter
- Confirm Follow-Up
- *Add to Mailing, Invite, etc.
- Bring Back to Staff & Committee
- Follow-Up as Promised
- Set Next Appointment
- Repeat Process

- Thank
- Ask to Inform*
- Ask for Referral
- Determine When Gift to Be Paid & How Much
- Do Thank You Letter
- Add Invoice
- *Add to Mailing, Invite, etc.
- Board Member Calls to Thank
- Periodic Check-In
- Personal Invite to Engagement Activities

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