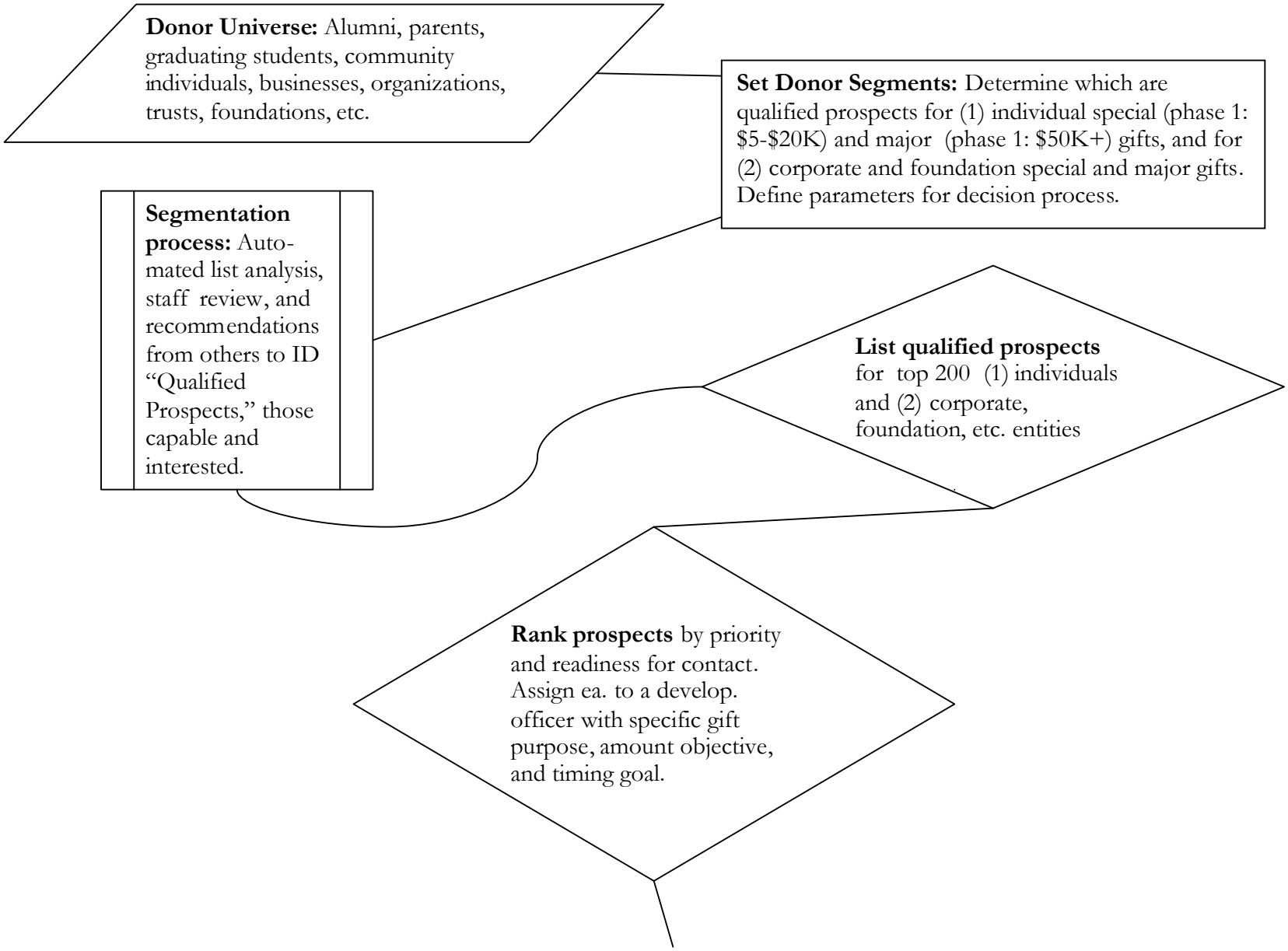
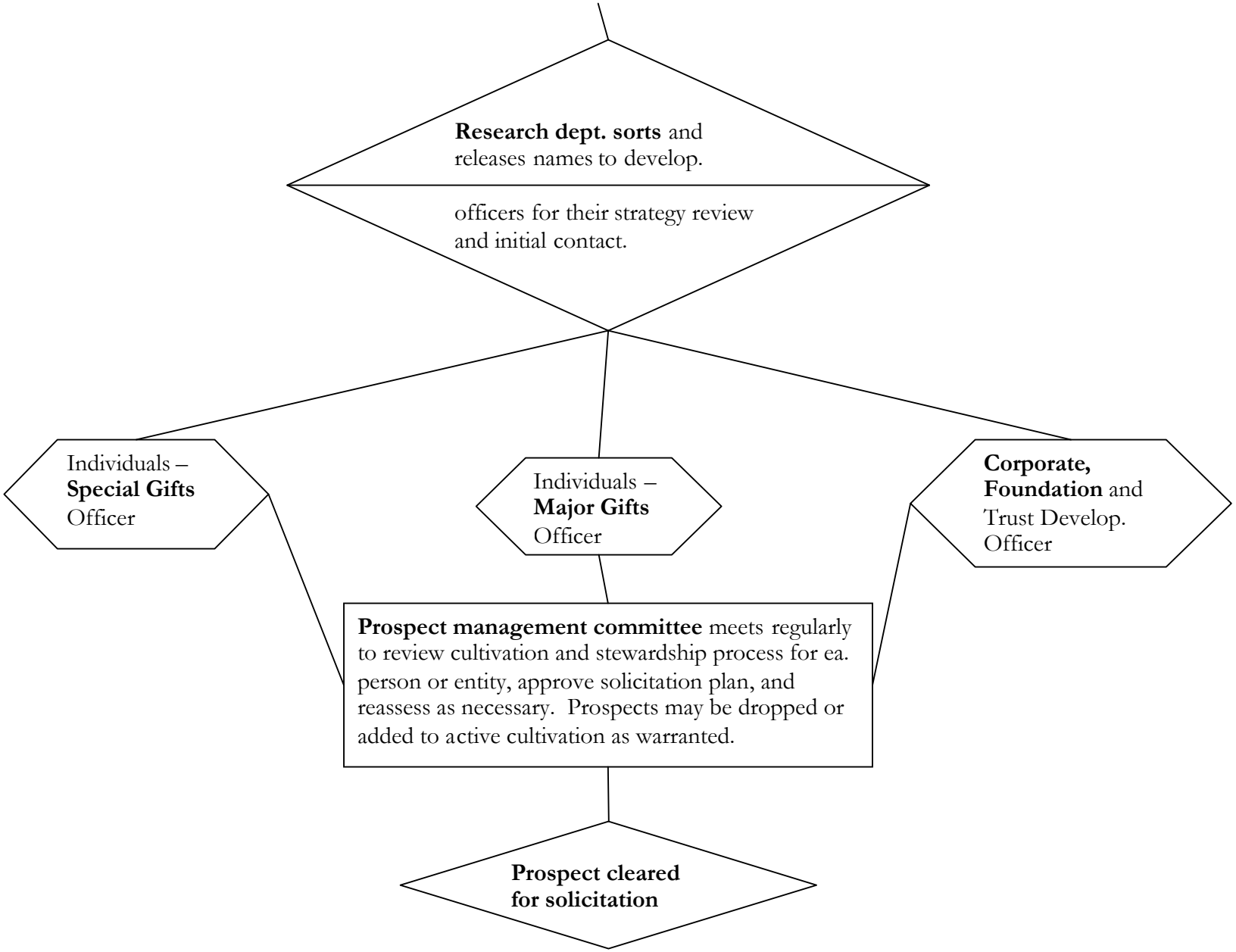
PROSPECT MANAGEMENT PROCESS




Research dept. sorts and releases names to develop.
officers for their strategy review and initial contact.
Individuals – **Special Gifts** Officer
Individuals – **Major Gifts** Officer
Corporate, Foundation and Trust Develop. Officer
Prospect management committee meets regularly to review cultivation and stewardship process for ea. person or entity, approve solicitation plan, and reassess as necessary. Prospects may be dropped or added to active cultivation as warranted.
Prospect cleared for solicitation