## PROSPECT IDENTIFICATION WORKSHEET

<table>
<thead>
<tr>
<th>Name &amp; Contact of potential donor</th>
<th><strong>Contact</strong> = What is your relationship to him/her?</th>
<th><strong>Belief</strong> = Believes in your group’s cause?</th>
<th><strong>Ability</strong> = Has given money to an organization before?</th>
<th>How much to ask for and by what method?</th>
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