

The following is a worksheet to help you identify and compose a list of potential donors. Write in names or email addresses of people you can think of as you go down this list, and VOILA! You'll have a great starting point for implementing your fundraising strategy. Other good places to start include your holiday card list and/or your email address book.

FAMILY		AT WORK	
Spouse/Significant Other		Co-workers	
Mother			
Father			
In-Laws			
Siblings		Employer/Boss	
		Spouse's Co-workers	
Your children		Spouse's boss	
		Clients	
Aunts & Uncles		AROUND TOWN	
		Car Mechanic	
Grandparents		Landlord	
		Newspaper Deliverer / Newsstand	
Cousins and Second Cousins		Bank Teller	
		House-sitter	
		Family Doctor and Doctor's receptionist	
		Orthodontist	
FRIENDS & NEIGHBORS		Teachers	
Close Friends		Yoga Instructor	
		Gym Owner/Trainer	
		Bus Driver	
Neighbors		Dry Cleaner	
		Hair-Dresser	
Former Classmates		Dog Walker	
		Mail Carrier	
		Masseuse	
		Veterinarian	
		Therapist	
Religious organization members		Coffee Barista	
		Dentist	

Don't forget to also include: Alumni associations, business associations/groups, children's friends' parents, gardeners, manicurists, restaurants and their owners, support groups, travel agents, volunteer groups, workout partners, bike shop employees, local bartenders, etc.