



## Who are your supporters?

### STEP 1: IDENTIFY YOUR SUPPORTERS

Make as comprehensive a list as you can of groups who support your work. (Some examples to get you started: your board of directors, your volunteers, your current donors, your lapsed donors, your clients, and so on.)

For each of these groups, indicate:

- If you have email addresses for a group
- If you have phone numbers for a group
- If you have home addresses for a group
- If you have complete contact information in a central location for a group
- If you have some contact information in a central location for a group
- If you have no contact information in a central location for a group

GROUP	Do you have this type of contact information for this group? (Y or N)			Do you have this group's contact information in a central location? (Y or N)		
	Email Addresses	Phone Numbers	Home Addresses	Complete	Some	None



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## Worksheet 4: Fundraising 101 (Examining Your Data)

### STEP 2: REFLECTION

What do you notice about your data?

What needs to change?

How will you get all of this information into one place?

And what do you imagine would be possible for your fundraising if you had all of the contact information listed above?