



Paul S. Jolly
 Fundraising Coach and Strategist
 4204 Rainier Avenue
 Mount Rainier, MD 20712
 Website: www.jumpstartgrowth.com
 E-mail: paul@jumpstartgrowth.com
 Phone: (301) 758-3410

Prospect List [Sample]

Name	Stage*	Capacity	Next Step	Actor	Deadline

1. Name (no access, no research, just an inkling of potential interest and capacity).
2. Researched prospect (potential interest and capacity confirmed).
3. Ready for first visit (plan exists for making contact).
4. Acquaintance (prospect is getting to know organization, and vice versa).
5. Ready to solicit (we know the right amount, the right project, the right solicitor, the right time).
6. Thanks.
7. Flummoxed.