



**PAUL JOLLY**

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## **Questions to ask your donors**

### **Biographical/family**

- Where did you grow up?
- Do you have kids? Or What are your kids up to?

### **Capacity**

- How do you like to be treated by the organizations that you support?
- How do you decide how much to give to the different organizations you support?

### **Philanthropy**

- Did you learn to be philanthropic growing up?

### **Connection to Organization**

- How did you first get involved?
- What excites you about this work?
- Who first introduced you to this organization?

### **Other**

- Is there anything else you want to tell me?