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**FANTASY PHILANTHROPY POINT SYSTEM & INCENTIVES**

**Our UWGC Board Fantasy Philanthropy Challenge is designed to engage you in the resource development process in an easy, fun and meaningful way! You and your Team will score points, and increase your place in the standings, by serving as supports to and extensions of our overall philanthropy effort. Thanks for playing and more importantly, for helping connect greater numbers of community members with our mission. United We Win!**

**HOW CAN MY TEAM AND I SCORE POINTS?**

1. Identifying a new potential donor for your Player List – today and all campaign! **(3 points per qualified name)**

2. Helping Players (donors) and Board members align through trading **(3 points per successful trade completed)**

3. Participating on a Team Training Call with Scott before Oct. 26 **(1 point per team member participating)**

3. Working with Scott and/or the UW team on donor strategy **(3 points per prospect strategy session)**

4. Sending an e-mail to **board@uwchatt.org** with donor/prospect updates **(1 point per update e-mail)**

5. Providing a correct update to a donor’s contact information **(5 points per donor update)**

6. Cultivating a prospective donor, for example… **(3 points per each documented activity below)**

* Sharing background information, sending a pre-call letter, or reaching out to a prospective donor
* A **substantive** phone call, e-mail exchange or personal meeting with a prospective new or lapsed donor
* A **substantive** phone call, e-mail exchange or personal meeting with a current donor
* Connecting a prospective new, lapsed or current donor with UWGC staff and/or facilitating a meeting
* Completing a follow-up task after a substantive contact, such as sending a piece of requested material, a thank you note, or setting up a next step

7. Asking for a gift! (we will have suggested ask amounts for each person) **(5 points per documented ask made)**

8. Receiving a Pledge Commitment from a donor and sending an e-mail to board@uwchatt.org with that info **(10 points per each documented and recorded pledge commitment made)**

9. Stewarding a donor, for example… **(3 points per each documented activity below)**

* Facilitating a meaningful follow-up gratitude gesture by UWGC staff or an impact partner
* Sending a meaningful gratitude gesture (thank you note, call, etc.)
* Meeting with a donor following a gift

**ARE WE KEEPING STANDINGS?**

Yes! Every other Monday beginning October 15, 2018 and ending February 4, 2019, team standings will be e-mailed by Commissioner Mike St. Charles. Standings will reflect number of moves, and dollars pledged by your donors!

**WHAT’S OUR INCENTIVE?**

The team in first place each reporting period will receive a $500 ‘Bonus’ to be used as a charitable gift to a community agency of your team’s choice. Additionally, two surprises are in store throughout the season, and we will conclude Fantasy Philanthropy with a special celebration next spring you won’t want to miss!