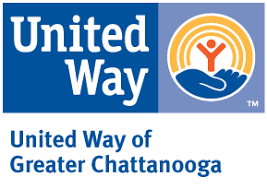
****

**FANTASY PHILANTHROPY CHALLENGE**

**STEP BY STEP PROCESS**

**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!**

**THE STEP BY STEP PROCESS**

1. Identify 3-5 new potential donors for your Player List. Start today and continue throughout the process.

2. Help Players (donors) and Board members align through trading. Lists are locked on October 12!

3. Reach out to Scott via e-mail at **board @uwchatt.org** to schedule a Team Training Call by October 26.

4. Before reaching out to donors or prospects, work with Scott and/or the UW team on donor strategy.

5. Email **board@uwchatt.org** with donor/prospect updates including better contact information.

6. Cultivate the donors and prospects on your list before asking them for a gift, when appropriate.

7. Ask for a gift; we will have suggested ask amounts for each person. Not everybody on your team needs to ask!

8. When you receive a Pledge Commitment from a donor, email the info to [**board@uwchatt.org**](mailto:board@uwchatt.org).

9. Steward a donor with appropriate gratitude, such as a thank you note, call, or follow-up visit. Please know that UW staff will do the same!

**THINGS TO REMEMBER**

* A fundraising organization is only as good as its data, and we realize our data is not perfect. This process is a great opportunity to improve the integrity of donor contact information, employer info, etc. Thank you!
* Everyone on your team can play a different and important role. Not everyone needs to be “the asker,” for example. You can be a thanker, a host, a strategist, a facilitator, etc. Between all of your team members, everybody can fill the role that feels right for them!
* Scott and the Philanthropy team are ALWAYS available to set you up for success. When in doubt, pause to ask or strategize!
* We can’t express our gratitude to you enough. Aligning 70+ Board members toward a common philanthropy goal is amazing!

**THE MOST IMPORTANT E-MAIL ADDRESS YOU NEED TO KNOW!**

[**board@uwchatt.org**](mailto:board@uwchatt.org) **for updates, contact information changes, pledge info, call notes, questions, etc. (It also drives our point system!)**