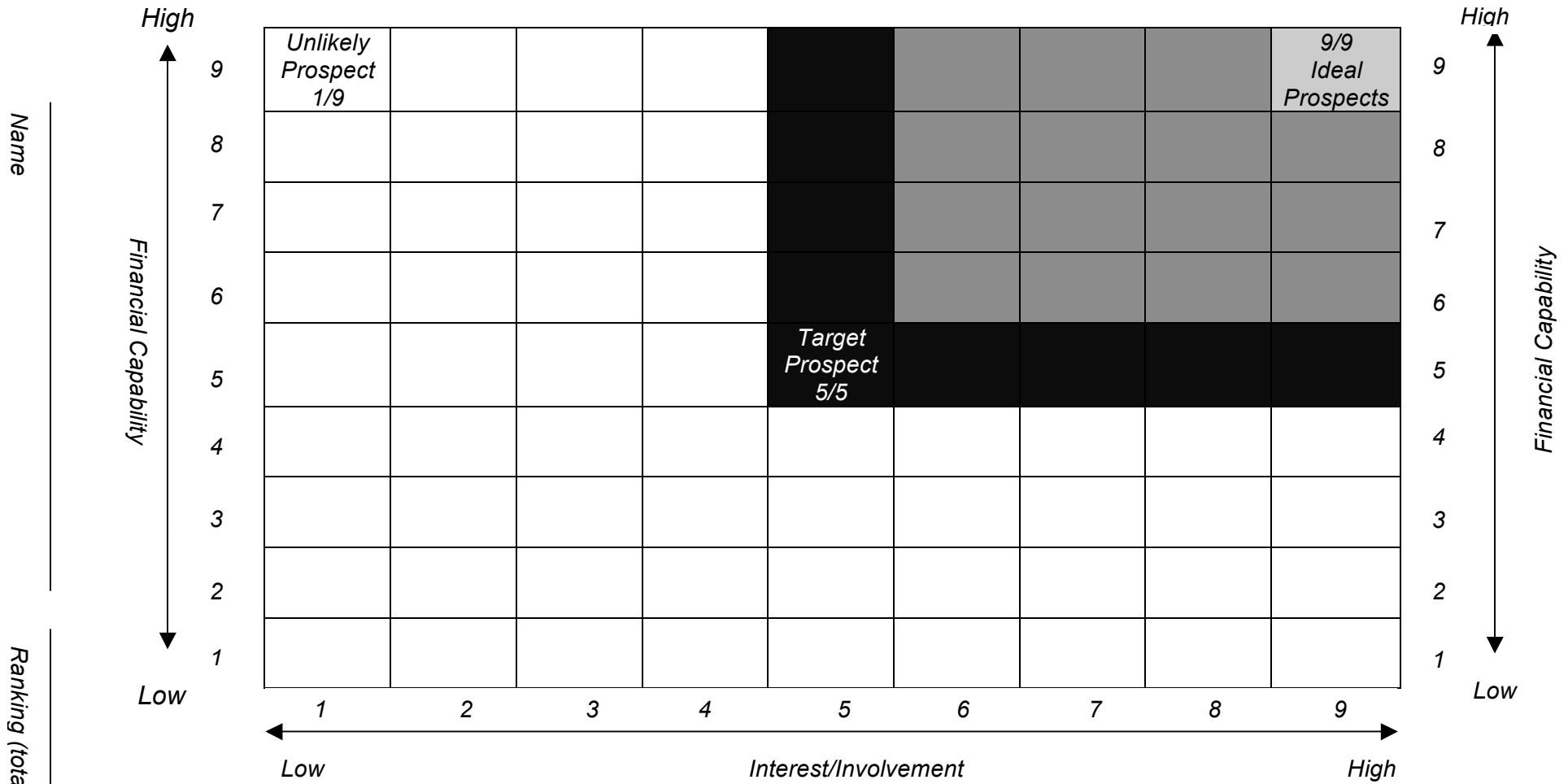


PROSPECT EVALUATION GRID



Name

Ranking (total of both numbers)

- Current Interest/Involvement Rating
- 1 Not on mailing list
 - 2-3 Some identification
 - 4-5 Has demonstrated some interest
 - 6-7 Has been involved
 - 8-9 Heavily involved or significant record of giving

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- Financial Capacity Rating
- 1-2 Unknown/Uncertain
 - 3 Annual projected gifts of \$150
 - 4 Annual projected gifts of \$200-250
 - 5 Annual projected gifts of \$300-500
 - 6 Annual projected gifts of \$600-750
 - 7 Annual projected gifts of \$750-1,000
 - 8 Annual projected gifts of \$1,000-4,000
 - 9 Annual projected gifts of \$5,000+

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- Ranking for Major Gift (total of both numbers)
- 2-6 Very Poor Prospect
 - 7-10 Marginal
 - 11-12 Fair
 - 13-14 Good
 - 14-17 Very Good
 - 17-18 A Superb Prospect!