

## Winona ORC Board of Directors Help Garner Support for Winona ORC

To gain long-term support from donors, we have developed a process to help build stronger relationships. Relationships are essential in fundraising. Before you solicit contributions, we must prepare the way. The goal is to include potential donors in a variety of aspects of WORC instead of only asking for money. As a member of the Board of Directors at Winona ORC, the Fund Development Committee is requesting we start a cultivation/recruitment process through 2010. The request is simple, **help introduce (or re-introduce) Winona ORC to two people**. We have compiled a list of donors we would like to get connected (or re-connected) with and we are also open for other ideas based on your connections.

### 2010 Donor Recruitment Plan:

- 1) Identify and/or name two people that could be potential donors of WORC by September 1, 2010.
- 2) Supply the names and addresses to Mandi so we can add them to mailing lists.
- 3) Talk about WORC as you interact with this person in the community or set up a special meeting over lunch or coffee to talk about WORC.
- 4) Invite them to take a tour of WORC.  
September – December 2010, Mandi and Judie will give tour, please accompany the guest.
- 5) Invite them to the Winona ORC Annual Recognition Banquet in February 2010

Thank you for your continued support.

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Board Member Name: \_\_\_\_\_

Who you will recruit as Winona ORC donors:

1) Name: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

2) Name: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_