

# BOSTON MARATHON JIMMY FUND WALK

## Use your network to meet your Pacesetter goals!



### USE THIS WORKSHEET TO KICK-START YOUR FUNDRAISING!

Identify the right people to ask in your network to help you reach your fundraising goals. Make sure to be specific in the amount you are asking each donor to give! See the example below and then create your own gift pyramid on the next page.

## DONOR CHECKLIST

### Family/Friends:

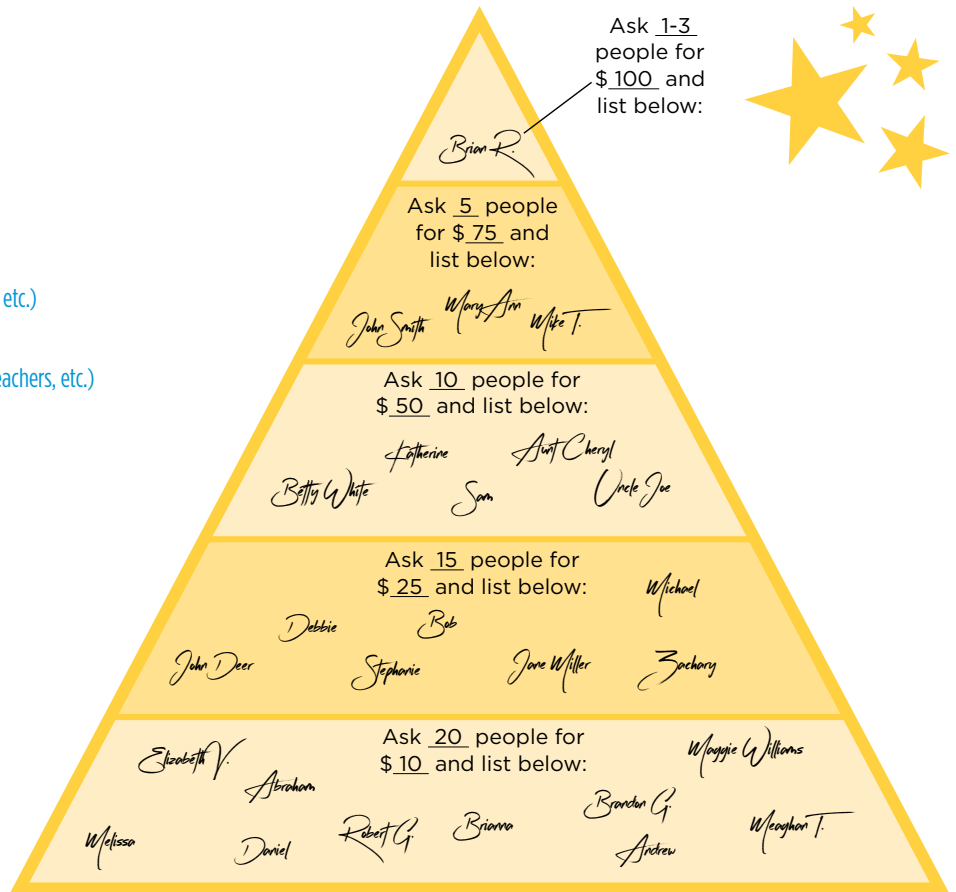
- Family (parents, siblings, etc.)
- Friends
- Colleagues/Former Colleagues
- Neighbors
- Alumni Groups (from high school, college, etc.)
- Team Members (sports, scouts, etc.)
- School Networks (parents of students, teachers, etc.)
- Other

### Other Networks:

- Dentist/Orthodontist
- Electrician
- Financial Planner
- Nutritionist
- Optometrist
- Pediatrician/Physician
- Realtor
- Religious Groups
- Veterinarian
- Other

### Local Businesses:

- Car Dealerships
- Fitness Studios
- Florists
- Nail Salons
- Other



**Quick Tip:** 30 contributions of \$50 equals \$1,500—Star Pacesetter level.

Double your ask by asking your donors if their company has a matching gift program.



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### NOW IT'S YOUR TURN!

To help you reach your fundraising goals, complete the steps below and fill out the gift pyramid.



**Step 1** Fill out your fundraising goal.

### FUNDRAISING GOAL:

\$ \_\_\_\_\_

**Step 2** Determine the gift amounts and number of donors you need to ask to get to your goal.

**Step 3** Review the checklist on sheet one. Decide which donors you will ask.

**Step 4** Enter the donors into the appropriate gift levels.

**Step 5** Make the ask!

Check out the **“how to make the ask”** webinar at [JimmyFundWalk.org/tools](http://JimmyFundWalk.org/tools)

