

THE MAJOR GIFT DONOR IS A PERSON WHO . . .

	Rating
1. Has significant Net Worth— a person who is financially capable of a large gift.	<input type="text"/>
2. Has disposable income.	<input type="text"/>
3. Is past the “accumulation” phase of life.	<input type="text"/>
4. Believes strongly in the mission of your organization.	<input type="text"/>
5. Is an advocate of the type of service you provide, even though they might not be familiar with your organization.	<input type="text"/>
6. Has been giving to you annually over a long period of time.	<input type="text"/>
7. Has high philanthropic intent and experience.	<input type="text"/>
8. Is a known donor— to your organization and others.	<input type="text"/>
9. Has or currently serves on your board or is an active volunteer.	<input type="text"/>
10. Has few family commitments— single or widowed, or with no children, dependents, or heirs.	<input type="text"/>
TOTAL	<input type="text"/>

Rank your Probable Donor (1 to 5— 5 being the highest)

45-50	Excellent Prospect for a Gift
37-44	You have a good opportunity
31-36	It could be challenging
25-30	This is going to take a lot of work
24 & under	This is going to be really tough

- 5 Without Question
- 4 Yes— I believe so
- 3 I’m pretty certain this is True
- 2 Not Certain
- 1 No

Total and Divide by Ten