

5 Week Fundraising Challenge Calendar



WEEK	Mondays are for Planning	Tuesdays are for Doing	Wednesdays are for Documenting	Thursdays are for Celebrating	Fridays are for Appreciating
Week #1	Confirm meetings with 5 Current Donors	Meet with 5 Donors and ask them to schedule next meeting/visit	Research names of donors who give to organizations similar to yours	Make 5 Calls to Donors and Celebrate an organizational WIN	Write 5 Hand Written Thank you notes to current donors
Week #2	Create 5 proposals for future donor meetings	Meet with 5 donors and ask them for 5 names of potential new supporters	Pull LYBNTY List and analyze potential for next gift	Make 5 Calls to Volunteers at your nonprofit and Celebrate an organizational WIN	Make 5 Thank you Calls to current Donors
Week #3	Prioritize meetings for Top 5 donors this week	Ask 5 donors for the same donation amount as previous year	Research upcoming gifts that are scheduled to be donated	Make 5 Calls to Coworkers or Employers and Celebrate an organizational WIN	Stop by 5 businesses that support your organization and say Thank you
Week #4	Cross off 5 upcoming special event logistics	Ask 5 potential supporters for a NEW gift	Document contact information of new businesses in the community	Make 5 Calls to Board members or former board members and Celebrate an organizational WIN	Write 5 Thank you Social media posts and tag donors or supporters in it
Week #5	Follow up with warm leads for new potential donor meetings	Ask 5 donors to increase their gift from the previous year	Run Top 40 Donor list, and look at last gift and when anticipating next gift	Call 5 nonprofit organizations in the community and congratulate them on their outstanding wins	Call 5 donors and ask them for coffee to say thank you for their support



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