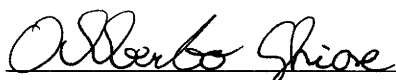


Mentor Practicum Review Meeting: Guy Mallabone and Alberto Ghione

Date	31/8
Meetings and Key Activities since last report	<ul style="list-style-type: none"> <li>- TEAM BUILDING MEETING</li> <li>- PROSPECT MANAGEMENT COMMITTEE</li> <li>- MEETING WITH BOWMAN</li> <li>- MEETING WITH KRISTINE IGNACIO</li> <li>- TOUR OF SAIT WITH EMILY BORRELLI</li> <li>- MAJOR DONOR ASKING CASE STUDY WITH MALLABONE</li> <li>- REVIEW OF SOME DONOR AGREEMENT</li> <li>- USE OF FILES ARCHIVES</li> <li>- USE OF PEAK</li> <li>- REVIEW LUCY AND SUE TOP FIVE DONORS (ON GOING)</li> </ul>
Key Lessons Learned	<ul style="list-style-type: none"> <li>- YOU CAN FUNDRAISE FOR EVERY CAUSE (BEFORE COMING AT SAIT, I THOUGHT THAT UNIVERSITY AND EDUCATION WERE THE MOST DIFFICULT)</li> <li>- OPPORTUNITIES ARE INFINITE, TIME AND RESOURCES ARE NOT; A MANAGER'S WORK IS TO USE THEM WELL</li> <li>- AGENDA AND DB ARE YOUR BEST FRIENDS</li> <li>- THERE IS A LOT OF WORK TO DO BEFORE ASKING (RESEARCH) AND AFTER THE DONATION IS RECEIVED (STEWARDSHIP).</li> <li>- STEWARDSHIP IS MADE BY: RECOGNITION, ACCESS, INFORMATION, COMPLETE WELL THE STEWARDSHIP BEFORE ASKING AGAIN!</li> <li>- USE OF PEAK (ON GOING)</li> <li>- ORGANISATION OF AN ALUMNI AND DEVELOPMENT DEPARTMENT</li> <li>- FIVE MOONS THEORY</li> </ul>

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Alberto Ghione

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Guy Mallabone

Mentor Practicum Review Meeting: Guy Mallabone and Alberto Ghione

Date 9/9/09	
Meetings and Key Activities since last report	<ul style="list-style-type: none"> <li>- FUNDRAISERS MEETING</li> <li>- LIGHTING ROUND (MAJOR GIFTS)</li> <li>- LIGHTING ROUND (ADVANCEMENT SERVICE)</li> <li>- WORDSKILLS TOUR</li> <li>- WORDSKILLS BOOTH</li> <li>- EVENT AT SAIT</li> <li>- REVIEW MAJOR GIFT LIST (ON GOING, STILL IN DELAY)</li> <li>- FZF WITH ALUMNI AT BOOTH</li> </ul>
Key Lessons Learned	<ul style="list-style-type: none"> <li>- CRITERIA TO CHOOSE IF ACTIVATE A FUNDRAISING ACTION ARE: MONEY YOU'LL EARN, MONEY YOU SPEND, PROBABILITY, <u>TIME YOU CONSUME</u></li> <li>- "IT'S ALL ABOUT THE MONEY, STUPID!" (BUT I <del>STILL</del> DON'T AGREE TOTALLY YET)</li> <li>- EVEN MAJOR DONORS CAN BE ASKED MORE THAN ONCE; AND THEY CAN BE THE BEST FUNDRAISERS</li> <li>- VOLUNTEERING; YOU CAN ASK YOUR EMPLOYEES TOO. THEY SHOULD HAVE BENEFITS</li> </ul> <p>QUESTIONS:</p> <ul style="list-style-type: none"> <li>- HOW NOT TO BE BLACKMAILED BY DONORS (ESPECIALLY CORPORATES)</li> <li>- DONORS KNOW YOU COLLECT INFORMATION ABOUT THEM? (PICTURE, WHAT <del>THEY</del> THEIR SONS STUDY...)</li> <li>- ARE VOLUNTEERS A KIND OF DONORS? OR ARE THEY <u>THE ONP</u>?</li> </ul>

Alberto Ghione

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