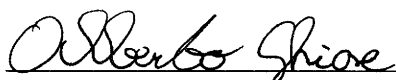


Mentor Practicum Review Meeting: Guy Mallabone and Alberto Ghione

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



Alberto Ghione



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

Alberto Ghione

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