

Meeting Agenda for **DONOR NAME** 2019 / 2020 Season Solicitation

PURPOSE/OBJECTIVES OF FIRST MEETING:

- **Thank the Donor for their outstanding support for the Chorus throughout the years**
- **Critical Questions**
 - **WHY do you give?**
 - I noticed that you've given a gift in support of A, B, & C programs over the past 3 years. Why?
 - How long have you been a member? Why did you join?
 - What do you think is the most critical thing our organization does? Why?
 - How has your family been touched by our programs?
 - What would you like to accomplish with your gifts?
 - **HOW do you give?**
 - How do you prefer to make your gifts? Check? Credit Card?
 - Would you like for your gifts to be designated to support a specific initiative of the Chorus?
 - **WHEN do you give?**
 - You support many different initiatives of the Chorus. Would it be easier for you to receive just one pledge reminder each year for everything you support?
 - Would you like to establish an automatic monthly gift?
- **Discuss the goals for the 2019 / 2020 Season**
 - Diversity and Inclusion
 - Singer recruitment and retention
 - GALA 2020!
- **Open conversation for the Donor to consider multi-year gift in support of the Chorus**
- **Gauge interest / \$ amount level of gift they'd be willing to consider**
- **Confirm follow-up plan / what are the next steps? Set follow-up meeting?**

PROPOSED 2019 - 2022 GIFTS

\$5,000 / year each of the next 3 seasons

RECENT GIFT HISTORY

Date	Purpose	Amount
7/30/2017	Season Tickets	\$250
11/15/2017	Holiday Concert Tickets	\$100
12/18/2017	Holiday / End of Year Donation	\$500
4/9/2018	Garden Party Tickets	\$300
5/5/2018	June Concert Tickets	\$50
6/20/2018	Gala Event Table	\$1,000
	2017 / 18 Season Total Contributions =	\$2,200
7/15/2016	Season Tickets	\$250
11/20/2016	Holiday Concert Tickets	\$100
12/5/2016	Holiday / End of Year Donation	\$200
6/3/2017	Gala Event Table	\$1,000
	2016 / 17 Season Total Contributions =	\$1,550
7/30/2015	Season Tickets	\$250
11/15/2015	Holiday Concert Tickets	\$100
12/18/2015	Holiday / End of Year Donation	\$100
4/9/2016	Garden Party Tickets	\$300
6/20/2016	Gala Event Tickets	\$400
	2015 / 16 Season Total Contributions =	\$1,150