

Fundraise as a Rainmaker



asking styles



1. My secondary Asking Style: Go-Getter
Mission Controller
2. My more dominant trait: Extroversion
Analytic Thinking
3. At my organization I am driven by/to:



select prospects



4. My top prospect is:
Prospect Name: _____ Asking Style: _____
5. What might this mean for how the two of us interact?

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cultivate donors

6. My three favorite ways to share my passion with donors are:

send them news and updates by email/text/letter

meet with them

bring them to the program

post on social media

ask them to come to an event with me

ask them to volunteer with me

have phone conversations

prepare for meetings



7. The organization's goals that resonate most with me are:

8. The two people I'd most like to partner with are:

1) Name: _____ Asking Style: _____

2) Name: _____ Asking Style: _____

set up meetings



9. When reaching out, I need to remind myself of the following:

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10. When reaching out to set up meetings, if it's up to me I'm mostly likely to:

call

email

text

send email/letter saying you'll call

conduct meetings



11. I'd like to remember most the following about my roles/strengths/challenges:

follow through



12. Can I be too quick to move on to the next "sale?" Yes No

If "yes," I will take the following additional step(s) to compensate for this:

make a note to check in twice a year with the donor

develop a cultivation strategy for the year for that donor

identify another team member to keep up with the donor

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takeaways

13. My top two takeaways from today are:

1.

2.

other notes
