



## **"WHO'S ON YOUR LIST?"**

The time has come to sit down and write your fundraising letter and e-mail. The first step is to come up with a list of people who will receive your e-mail or fundraising letter. It can be challenging to think of all the people you know who will want to help you reach your goal. No need to worry we've come up with a list to get you started. **REMEMBER:** don't be exclusive, include everyone!

Here's a helpful list of people you know to get you started:

- \* Aerobics/ Fitness Instructor
- \* Alumni Association
- \* Aunts
- \* Book Clubs Member
- \* Business Associates
- \* Car Dealer / Mechanic
- \* Clients
- \* CPA
- \* Co-workers
- \* College Friends
- \* Cousins
- \* Daughters
- \* Dentist
- \* Dog Groomer
- \* Doctor
- \* Employer
- \* Financial Advisor
- \* Former Teachers
- \* Friends
- \* Gym Members
- \* Grandparents
- \* Hair Stylist
- \* High School Friends
- \* Insurance Agents(Car, House and Life)
- \* Knitting Circle Members
- \* Lawyer
- \* Neighbors
- \* Parent's Friends
- \* Parents
- \* Personal Trainer
- \* Professional Association Members
- \* Professor / Advisor
- \* PTA Members
- \* Realtor
- \* Relatives
- \* Service Organization Members
- \* Siblings
- \* Sibling's Friends
- \* Social Clubs / Groups
- \* Sons
- \* Spiritual Advisor
- \* Spouse/Boyfriend/Girlfriend
- \* Sports Clubs
- \* Suppliers for your Business
- \* Teachers
- \* Travel Agent
- \* Therapist
- \* Uncles
- \* Veterinarian