WORKSHEET

ANNUAL FUND PLAN

TECHNIQUES OR SUPPORT ELEMENTS	YEAR 1												YEAR 2											
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
Major Gifts																								
Private Foundations																								
Direct Mail																								
Planned Giving																								
Special Events																								
Corporations																								
Cultivation																								
Prospect Research																								
Materials																								

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