**Volunteer Management for Data2Donors 2017-2018**

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|  | **1** | **2** | **3** |
|  | **Volunteers for Alumni Outreach** | **Volunteers for Identifying Prospects** | **Volunteers for Soliciting Major Donors** |
| **Tasks** | * Review ideas for finding lost Alumni
* Connect with old camp friends, and get updated addresses
* Review lists of names without addresses
* Review “welcome back” packet
* Invite folks to camp events and reunions
 | * Reducing your list of MD prospects from 2000 to 200 down to your top 20
* Provide you with better background information
* Help to start opening doors
 | * building closer relationships with your 20 top major donors and your new major donor prospects
* Help you develop individual plans for each
* Review Case for Support
* Volunteer to meet with and ask for gifts from members of the top 20
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| **Who is ideal** | * Alumni of different ages
* Well respected and well connected
* Able to follow-through
 | * Well connected in the camp and Jewish community
* Able to respect confidentiality of the list and the information shared
* Motivated to support camp
 | * Already giving generously to camp
* Supportive of the Campaign
* Knowledgeable about the camp’s leadership and current need
* Well respected and well connected
* Able to follow-through
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| **When do you need them in this program?** | * Starting now and on-going
 | * Recruit now
* work hard in May/June 2018
 | * Recruit now, schedule training, and work June 2018 to June 2019
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| **In the D2D book** | Chapter 2 | Chapter 5 | Chapter 6 |
| **Other Resources** | Samples from other camps |  | * Extra in-person training from JCamp 180 Mentors
* Case for Support
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