**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 |
| **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 |
| **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 |
| **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 |