

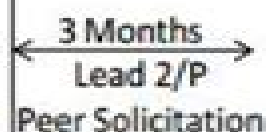
Fundraising Timeline

Planning 6-9 Months



- **Kickoff Meeting**
 - Explain Legacy Gift Program
 - Define roles for Class, USNA & Foundation
 - Determine Class' giving capability
 - Present USNA Strategic Priorities
- Class selects project components & goals
- Negotiate MOU
- Prepare solicitation materials
- Segment Class:
 - Lead 1 – Major Gift prospects
 - Lead 2/P – PC level prospects
 - B List – all others
- Choose, assign & train Peer Callers
- Announce project at **x5 Year Reunion**

Fundraising 12 Months



- Conduct solicitation
- Process gifts
- Thank donors
- Monitor fulfillment
- Monitor & report progress

Post-fundraising 4 Years



- Negotiate Gift Agreement
- Execute the gift after sufficient resources (cash) received
- Stewardship
 - Foundation
 - USNA
 - Class Leadership

Note: x5 Year Reunion is the 5th, 15th, 25th, 35th, or 45th Reunion
 x0 Year Reunion is the 10th, 20th, 30th, 40th, or 50th Reunion

Gala Fundraiser Timeline Template

Matthew W Newsom



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Table of Contents Gala Fundraiser Timeline Template

1. Understanding the eBook Gala Fundraiser Timeline Template
 - The Rise of Digital Reading Gala Fundraiser Timeline Template
 - Advantages of eBooks Over Traditional Books
2. Identifying Gala Fundraiser Timeline Template
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Gala Fundraiser Timeline Template
 - User-Friendly Interface
4. Exploring eBook Recommendations from Gala Fundraiser Timeline Template
 - Personalized Recommendations
 - Gala Fundraiser Timeline Template User Reviews and Ratings
 - Gala Fundraiser Timeline Template and Bestseller Lists
5. Accessing Gala Fundraiser Timeline Template Free and Paid eBooks
 - Gala Fundraiser Timeline Template Public Domain eBooks
 - Gala Fundraiser Timeline Template eBook Subscription Services
 - Gala Fundraiser Timeline Template Budget-Friendly Options
6. Navigating Gala Fundraiser Timeline Template eBook Formats

- ePub, PDF, MOBI, and More
- Gala Fundraiser Timeline Template Compatibility with Devices
- Gala Fundraiser Timeline Template Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Gala Fundraiser Timeline Template
 - Highlighting and Note-Taking Gala Fundraiser Timeline Template
 - Interactive Elements Gala Fundraiser Timeline Template
- 8. Staying Engaged with Gala Fundraiser Timeline Template
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Gala Fundraiser Timeline Template
- 9. Balancing eBooks and Physical Books Gala Fundraiser Timeline Template
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Gala Fundraiser Timeline Template
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Gala Fundraiser Timeline Template
 - Setting Reading Goals Gala Fundraiser Timeline Template
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Gala Fundraiser Timeline Template
 - Fact-Checking eBook Content of Gala Fundraiser Timeline Template
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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