

Fundraising Timeline

Planning 6-9 Months

↑
Kickoff Meeting

↑
x5 Year Reunion

- **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

← 12 Months →
Lead 1 Major Gift Solicitation

← 3 Months →
**Lead 2/P
Peer Solicitation**

← 3 Months →
**B List Phone
Solicitation**

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

Post-fundraising 4 Years

↑
x0 Year Reunion

- 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

Annelies Wilder-Smith



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