

The Prospect Finder



MARIA SEMPLE

THE PROSPECT FINDER, LLC

*Helping you find and connect
with your best prospects*

MARIA'S TOP 10 WEBSITES

www.tenkwizard.com Provides SEC filings on public companies
www.fec.gov Data on political contributions
www.guidestar.org Links to foundations and their IRS990PF filings
www.boatinfoworld.com Find yacht owners
www.hoovers.com Public and private company data
www.newsdirectory.com Links to newspapers nationwide
www.searchsystems.net Public record providers nationwide
www.theultimates.com/white/ Phone directory search
www.zillow.com Real estate data
www.google.com Google web search engine

Interactive Prospecting Tools, including links to **over 75 websites**, are available through <http://www.TheProspectFinder.com/> .

Services offered by *The Prospect Finder LLC* include:

- In-depth profiles on individuals identified as high net-worth prospects
- Nation-wide search for foundation prospects
- Identification of business & corporate prospects
- Hands-on training programs to hone your research skills

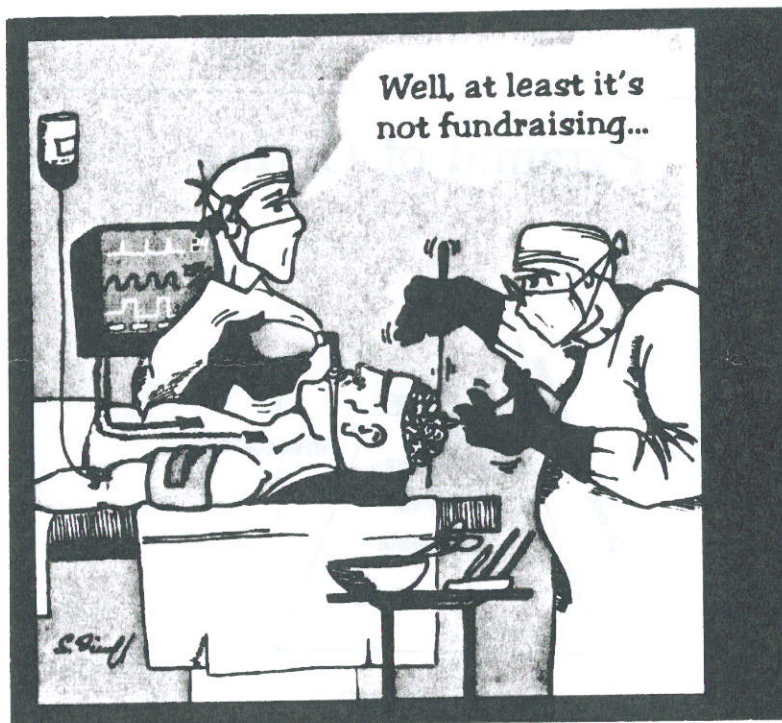
Maria Semple consults with nonprofits and financial services firms interested in finding their best prospects for long-term business relationships.

<http://www.TheProspectFinder.com>

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INCREASING/MAINTAINING CONTRIBUTED SUPPORT:

Fund Raising from the donor's perspective



Connie Alexis-Laona, CFRE

People give to ideas they believe in and to people they trust.

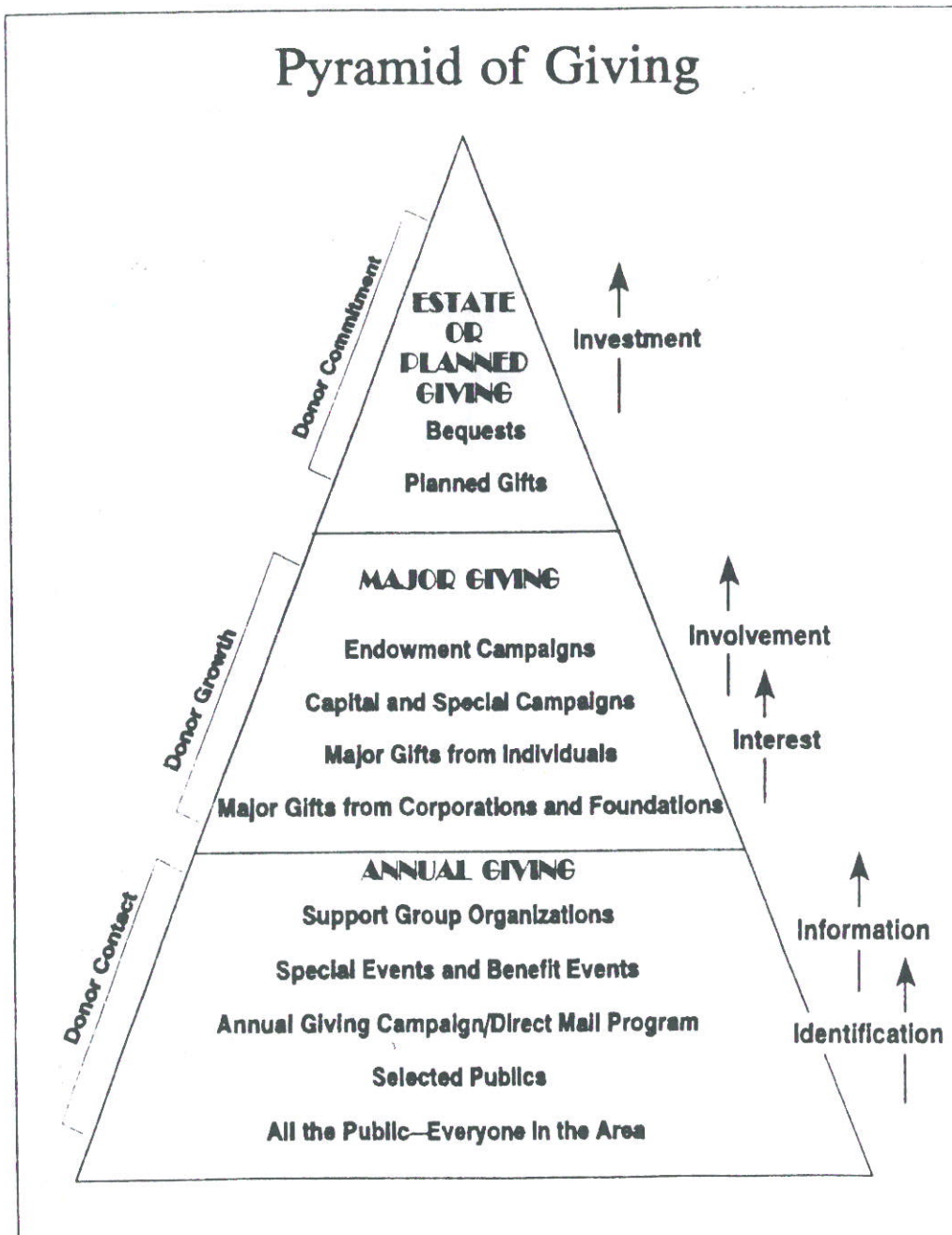
The Development Process

DISCOVERY: Who are your prospects? What information do you need to match the prospect's interest with your institution's mission?

CULTIVATION: Educate your prospect about programs of interest. This is FRIEND raising before fund raising.

SOLICITATION: The right person, at the right time, ASKING for the right gift.

STEWARDSHIP: More than a thank-you. Keeping your institution and its programs a priority for your donor.



Who are your donors?

Focus on those who have been engaged

Biggest donors

Longest giving donors

Largest cumulative donors

Begin in-house with those already involved

