

ANNUAL MPD TOUCHPOINTS

quarterly schools

JUNE

- “Re-up” letter inviting donors to continue/increase their partnership for next fiscal year
- Submit FD plan for following fiscal year

JULY/AUGUST

- Update case statement
- Set appointments for upgrades or new support
- Follow-up phone calls on May FD letters
- Set appointments with #1s and 2s
- Travel to visit pockets of donors every other year.

SEPTEMBER

- Thank you notes and thank you calls to donors
- News/prayer letter at beginning of month (vision and hopes for coming year, prayer for NSO)
- Updated commitments-to-date form to supervisor

OCTOBER

- Thank you notes and calls continued
- Alumni mailing
- News/prayer letter at end of month (NSO story)
- Make 5 calls to donors for maintenance

NOVEMBER

- Set 3 appointments for cultivation of contacts
- Send letter to recent grads to ask for support / phone calls in special cases
- Parents’ letter in mail the week before Thanksgiving (ask current students if you can send letter) (Nov)
- Make 5 calls to donors for maintenance (with focus on major donor year-end givers)

DECEMBER

- News/prayer letter (beginning of month with holiday greetings include BRE)
- Thank you notes and phone calls to donors
- Alumni mailings

JANUARY

- Set 5 appointments for cultivation of contacts
- Handwritten thank you to donors (key off Christmas news letters or acknowledge total amount of calendar year giving)

FEBRUARY

- Make 10 calls to donors for maintenance

MARCH

- Receive new budget for upcoming fiscal year; update ministry plan/case to reflect coming year
- Set 5 appointments to ask for support for new budget
- News/prayer letter (Evangelism story)

APRIL

- Set 3 appointments to ask for support for new budget
- Alumni mailing—share vision for the next year

MAY

- News/Prayer letter at beginning of month (summer mission or year-end celebration)
- Host senior dessert/dinner. Exit interviews and invitation to give to graduating seniors for next years’ ministry.
- Ask chapter members for support from summer wages
- Raise any remaining support necessary to close current fiscal year in black (include BRE with name)