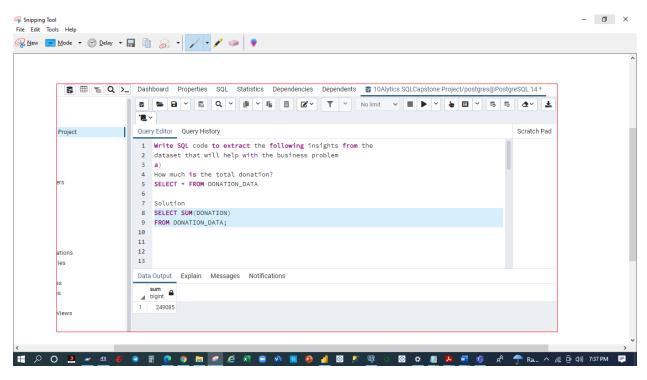
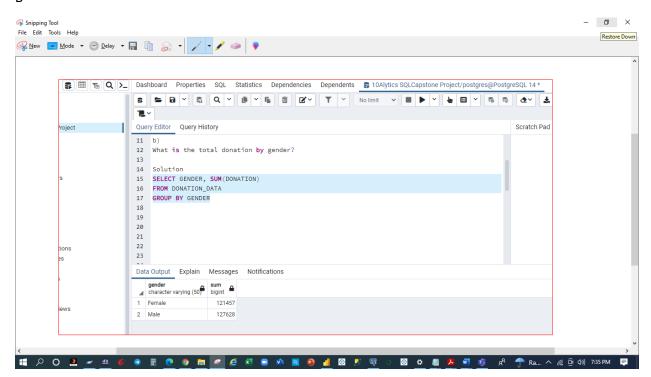
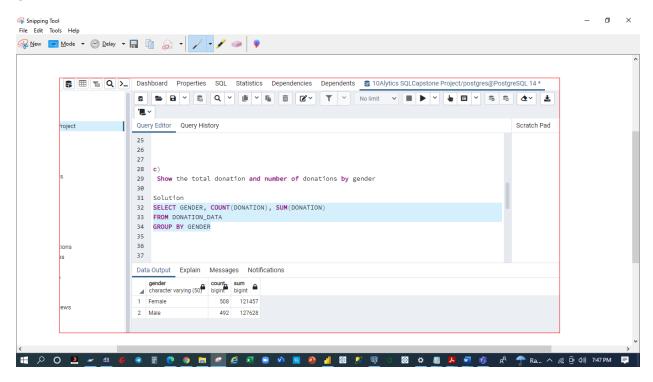
Α



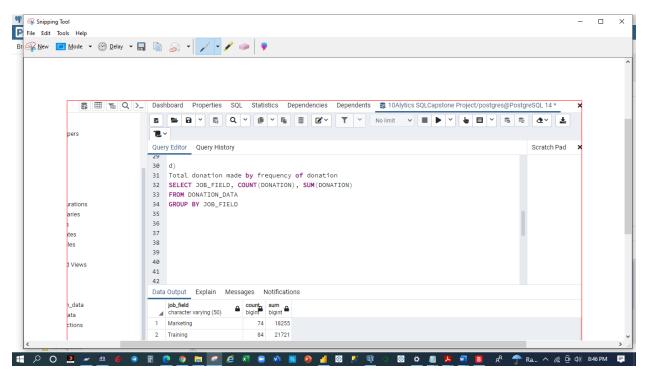
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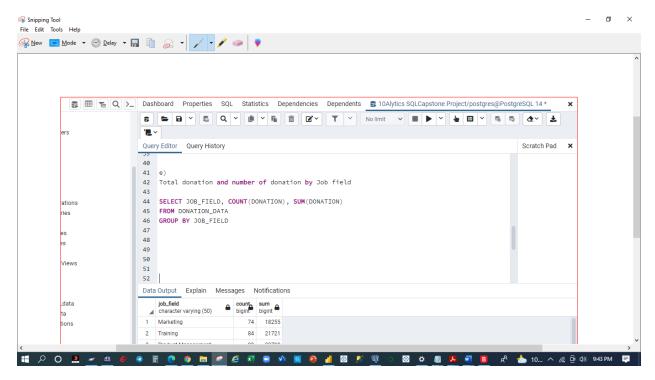
C



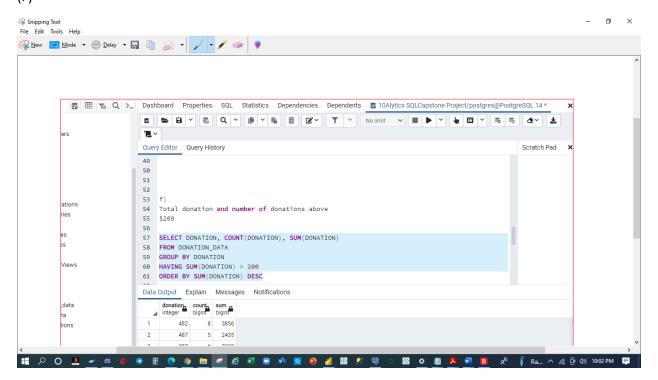
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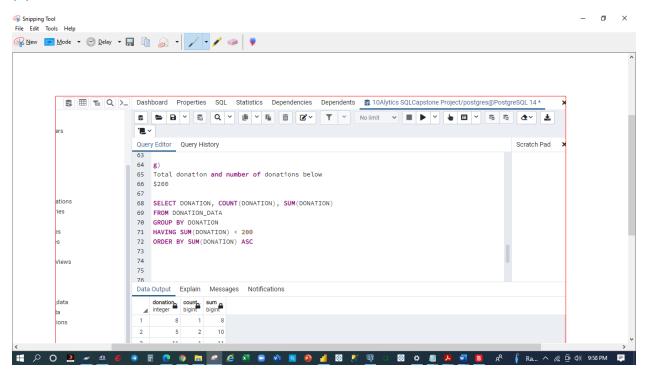
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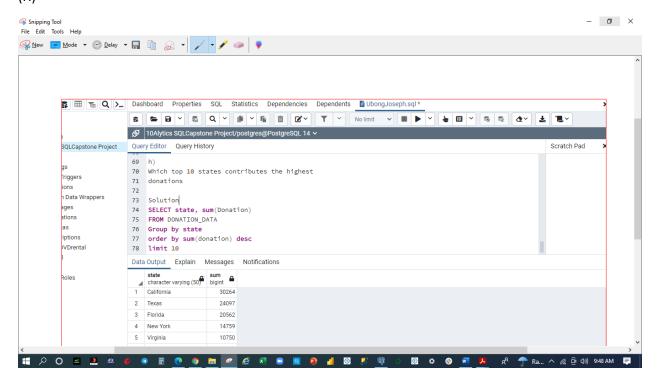
(F)



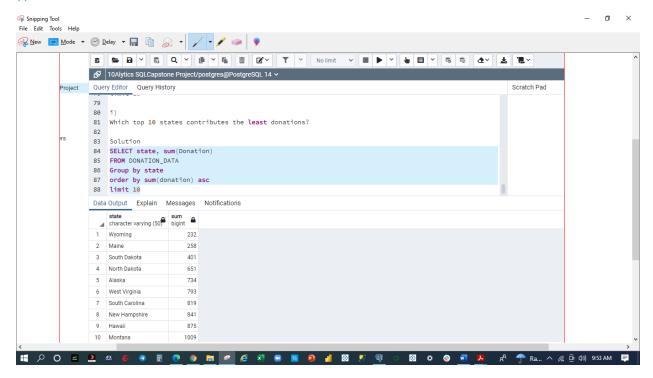
(G)



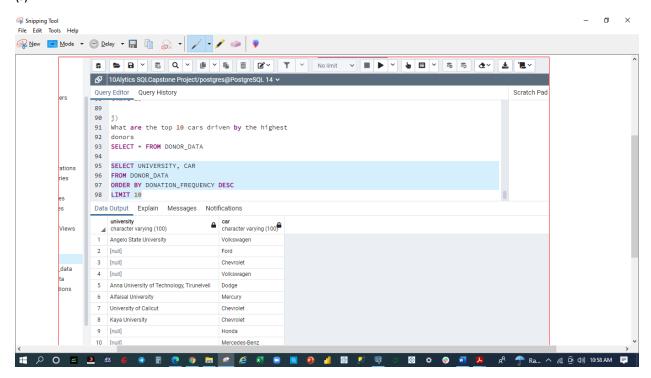
(H)



(1)



(J)



RECOMMENDATIONS:

- •Increase the number of donors in your database
 - 1. It might be helpful to categorise our donors to enable us identify peculiar characteristics of each donor class for marketing efforts
- •Increase the donation frequency of your donors.

 There may be need to expand payment/donation channels to each transfer of donations by each donor category
- •Increase the value of donations in your database

 We need to continue proper management of our

 Top 10 donors; especially those who drive the

 Volkswagen and Mercury car brands