



















Often

Often

Never

Yearly

Once

Yearly

Once

Monthly

Buick

Mazda

MINI

GMC

Dodge

Mercedes-Benz

Hyundal

Chevrolet

500 Male

500 Male

499 Female

499 Female

498 Male

497 Male

494 Male

494 Male

493 Male

494 Female

2

3

4

5

6

8

g

10

139

35

769

480

965

76

969

500

941

My recommendation based on the insights I generated from the solutions to:

- 1. Increase the number of donors in your database
- 2. Increase the donation frequency of your donors.
- 3. Increase the value of donations in your database

## are as follows:

- a) From the insight generated, the total donations is 249,085
- b) Also, the total donations and number of donations from Male is 127,682 and 492 respectively, while the total donations and number of donations from Female is 121,457 and 508 respectively.
- c) a) and b) above imply that while Male donated more amount but lesser number of donations, the female donated lesser amount but higher number of donations. This also implies that to increase the value of donation, the fund raising company should focus on inviting more Males to fund raising events.
- d) From the insight generated, the sum total of donation by frequency of donations, the total of 29,249 was generated daily, and 39,645 was generated weekly. Multiplying 29,249 total daily donations by 365 days gives 10,675,885 per year. Also, multiplying 31,645 total weekly donations by 52 weeks gives 1,645,540 per year.
- e) Insight generated also shows the donors with maximum donations to be Male, and also shows that the daily donors are mostly Males.
- f) This implies that for the fund raising company to increase the frequency of donation, the company should focus their resources/attention on daily fund raising event targeting Males, while also inviting Female donors to increase number of donors in the database.