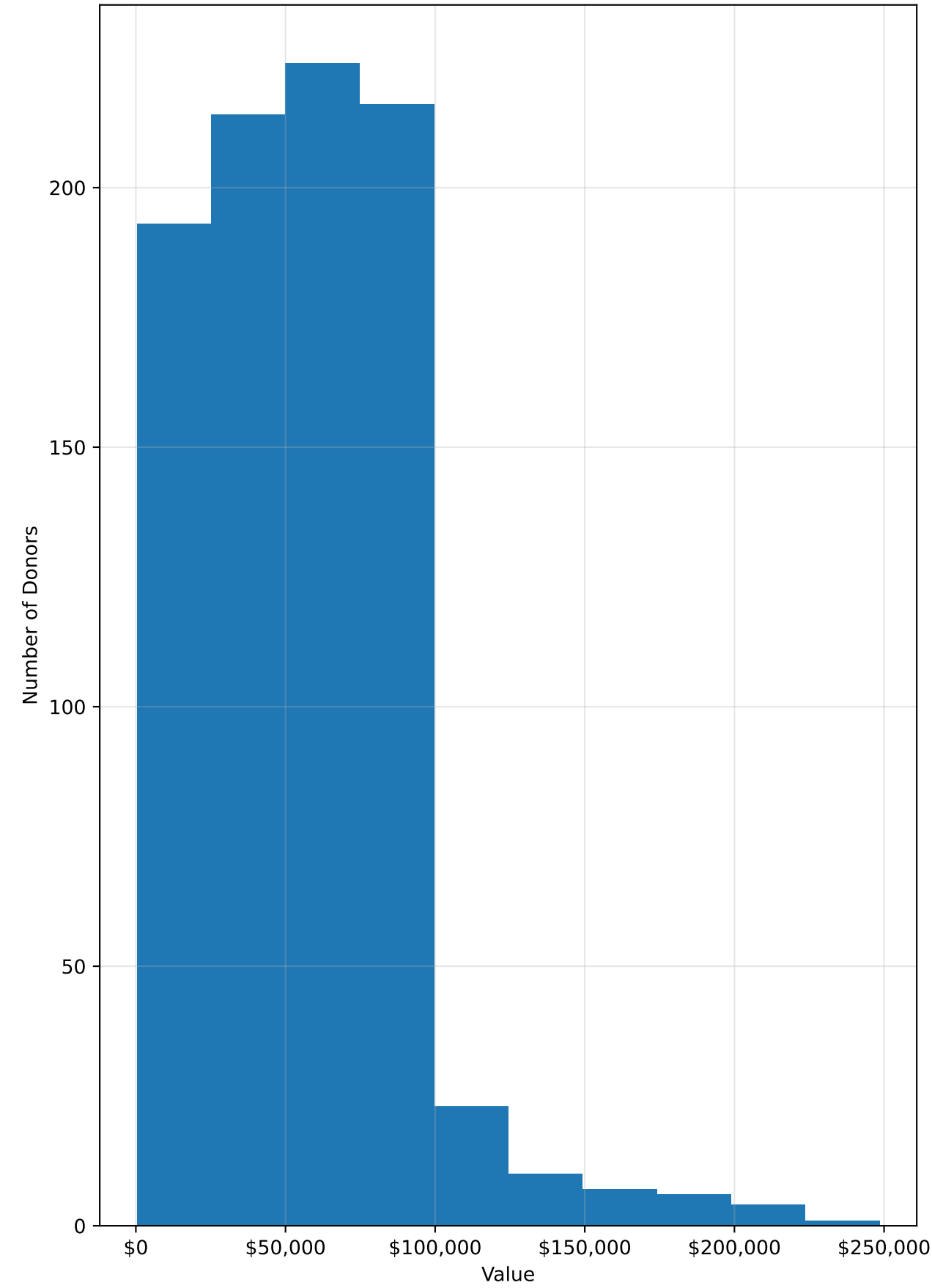
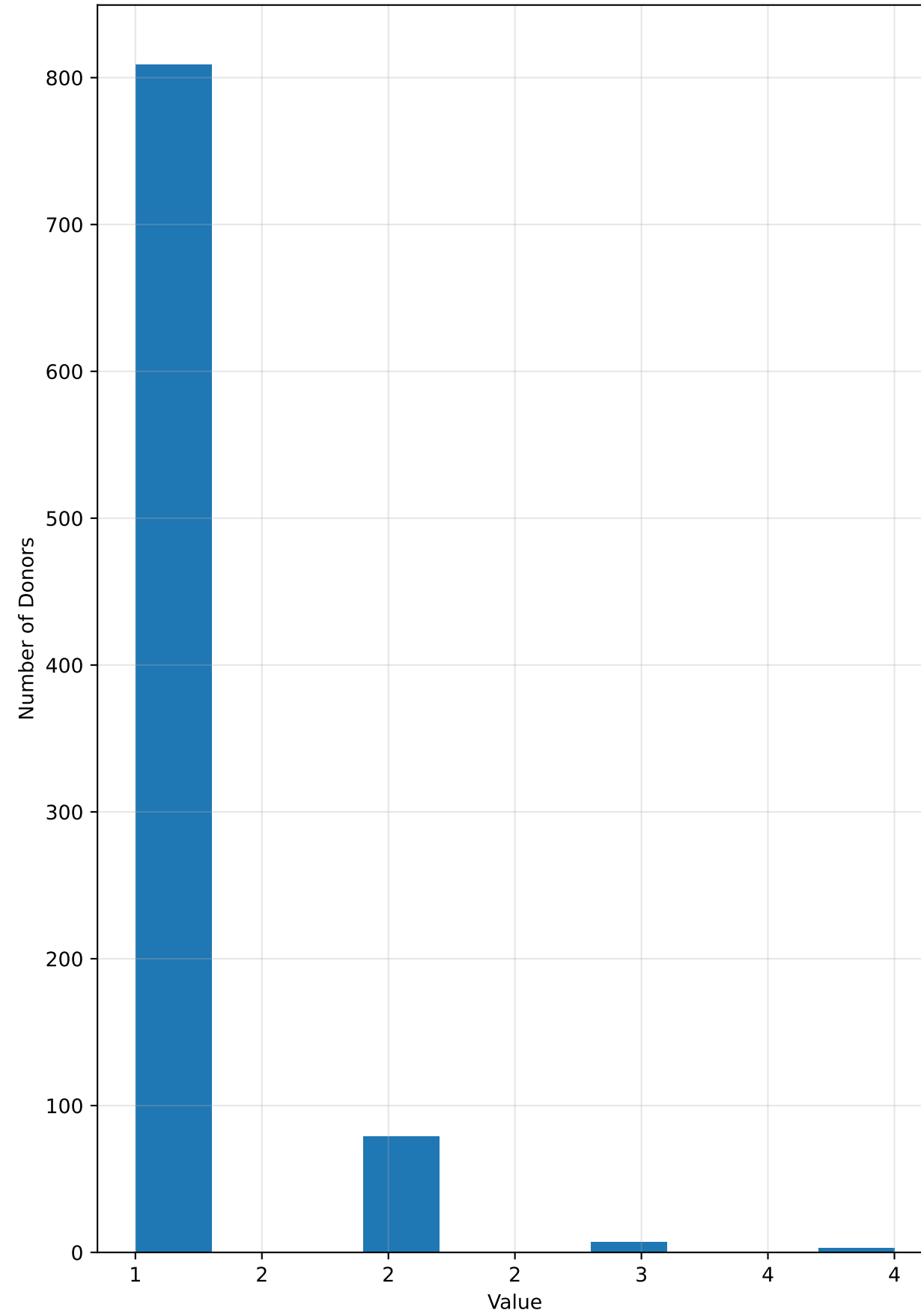


Donor Portfolio Overview

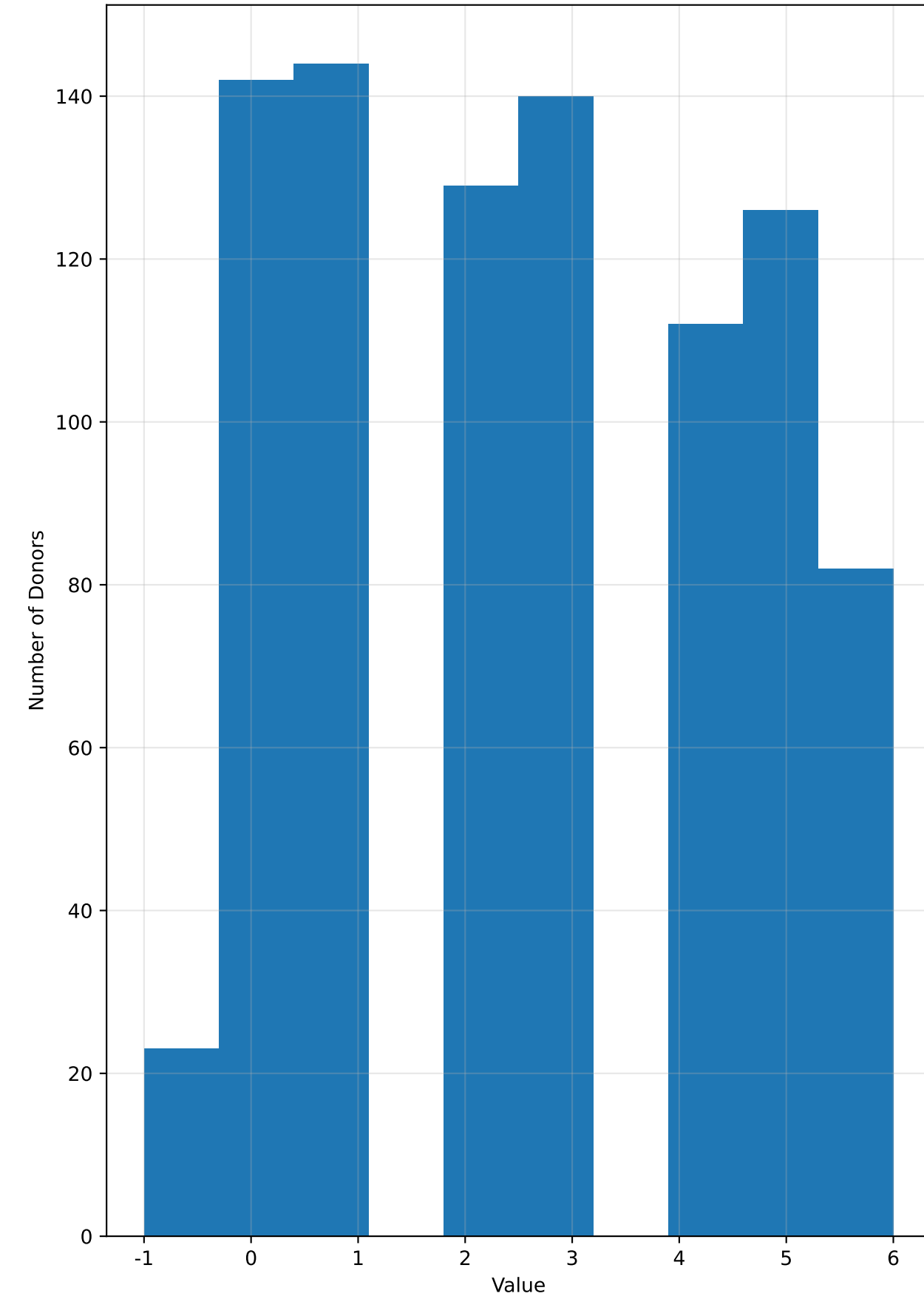
Total Donation Amount Distribution



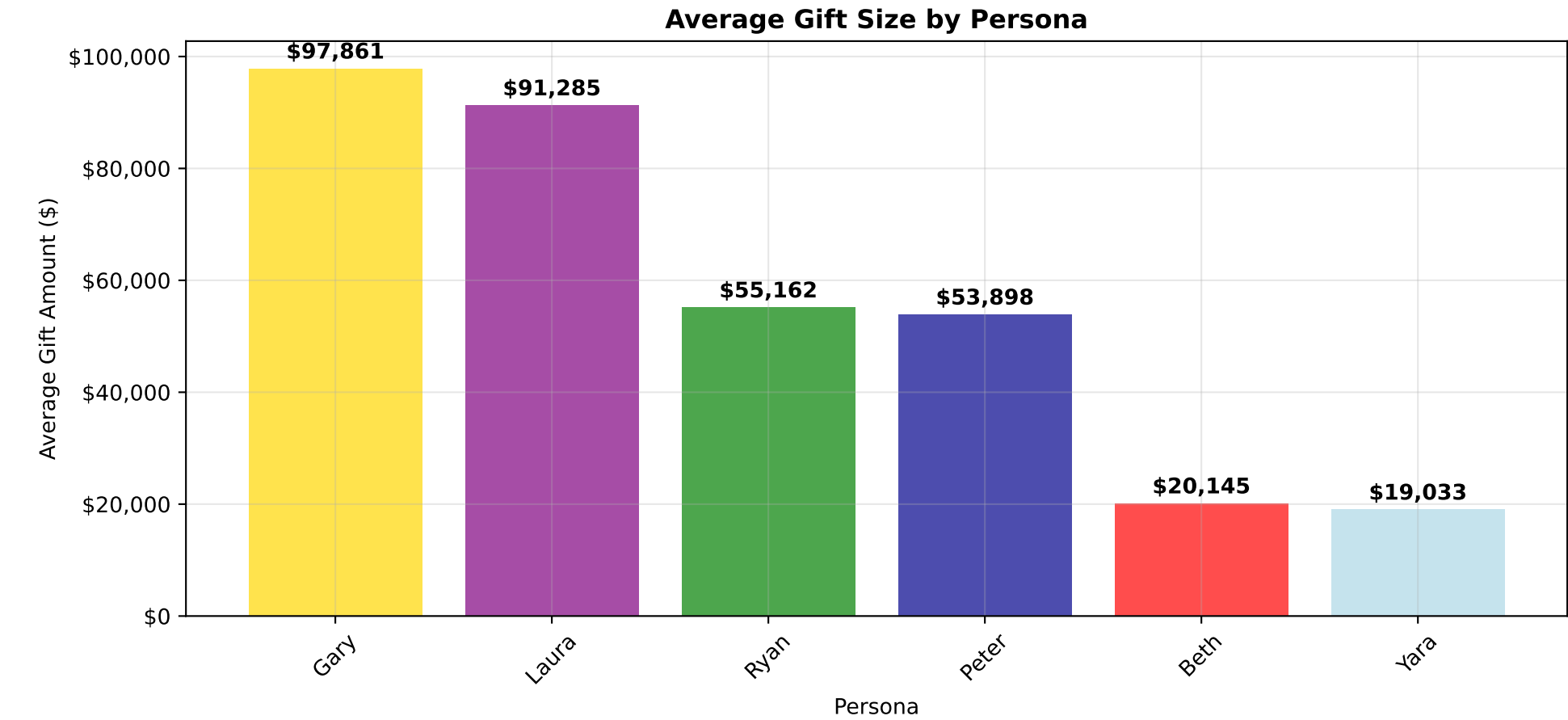
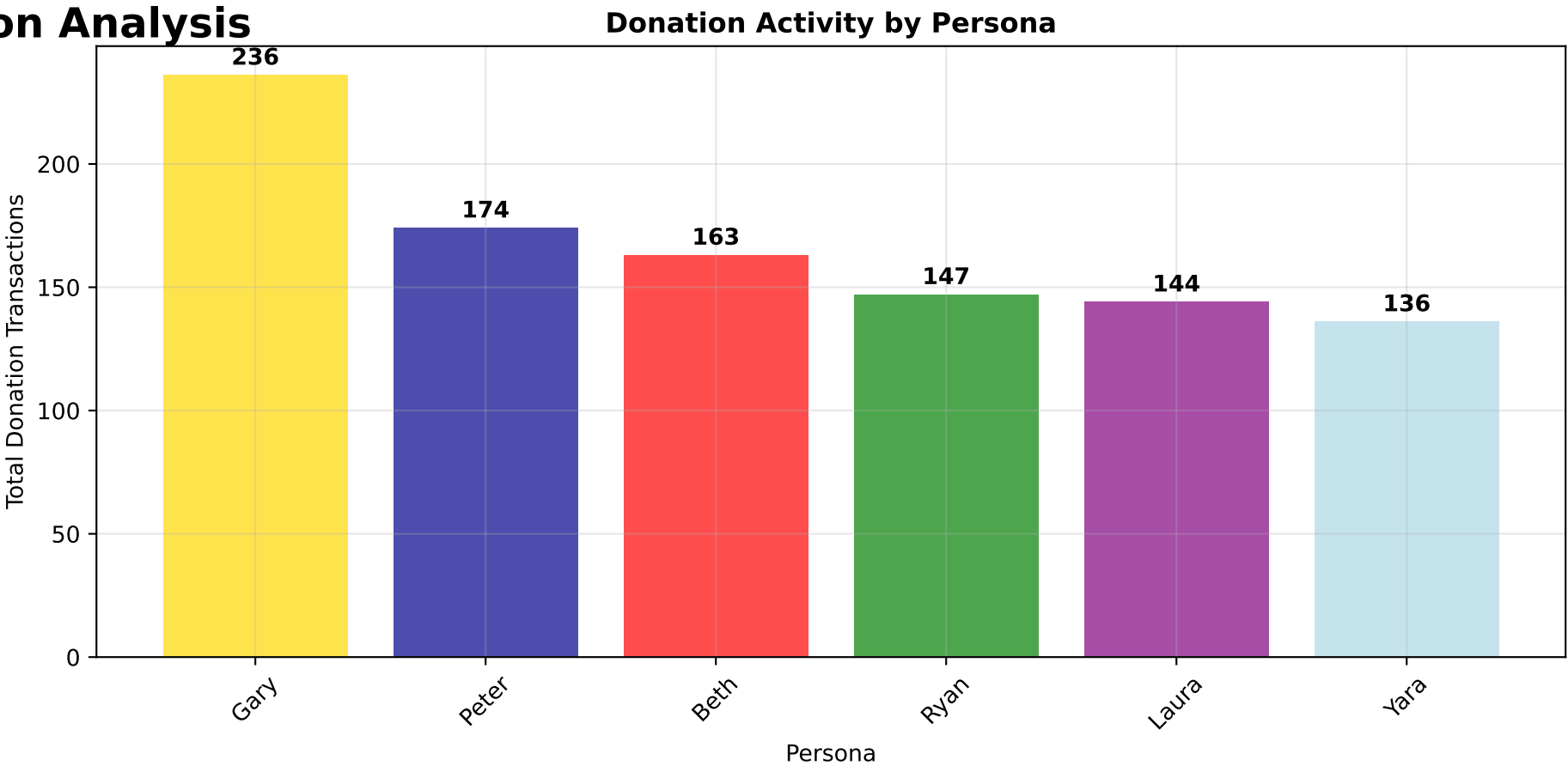
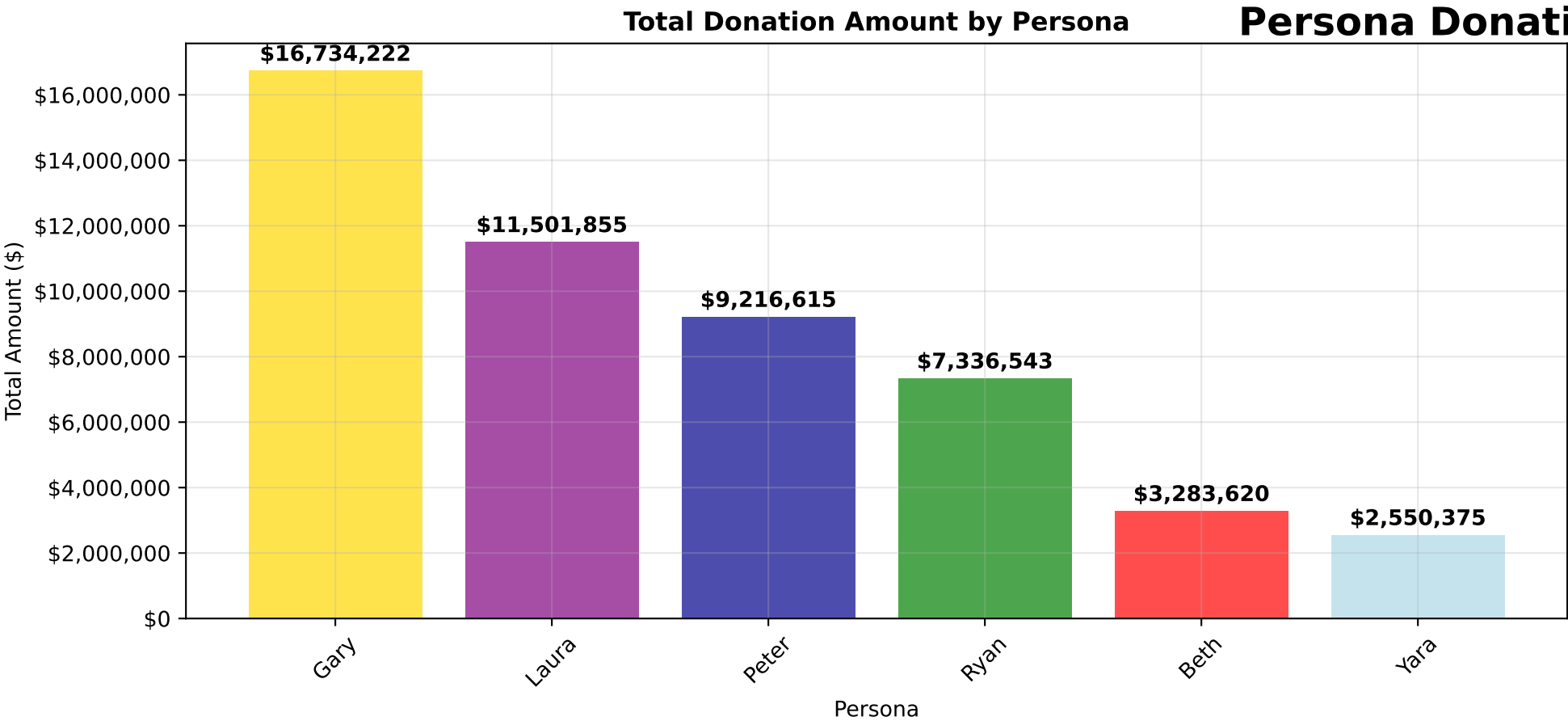
Donation Frequency Distribution



Donor Engagement Timeline



Persona Donation Analysis



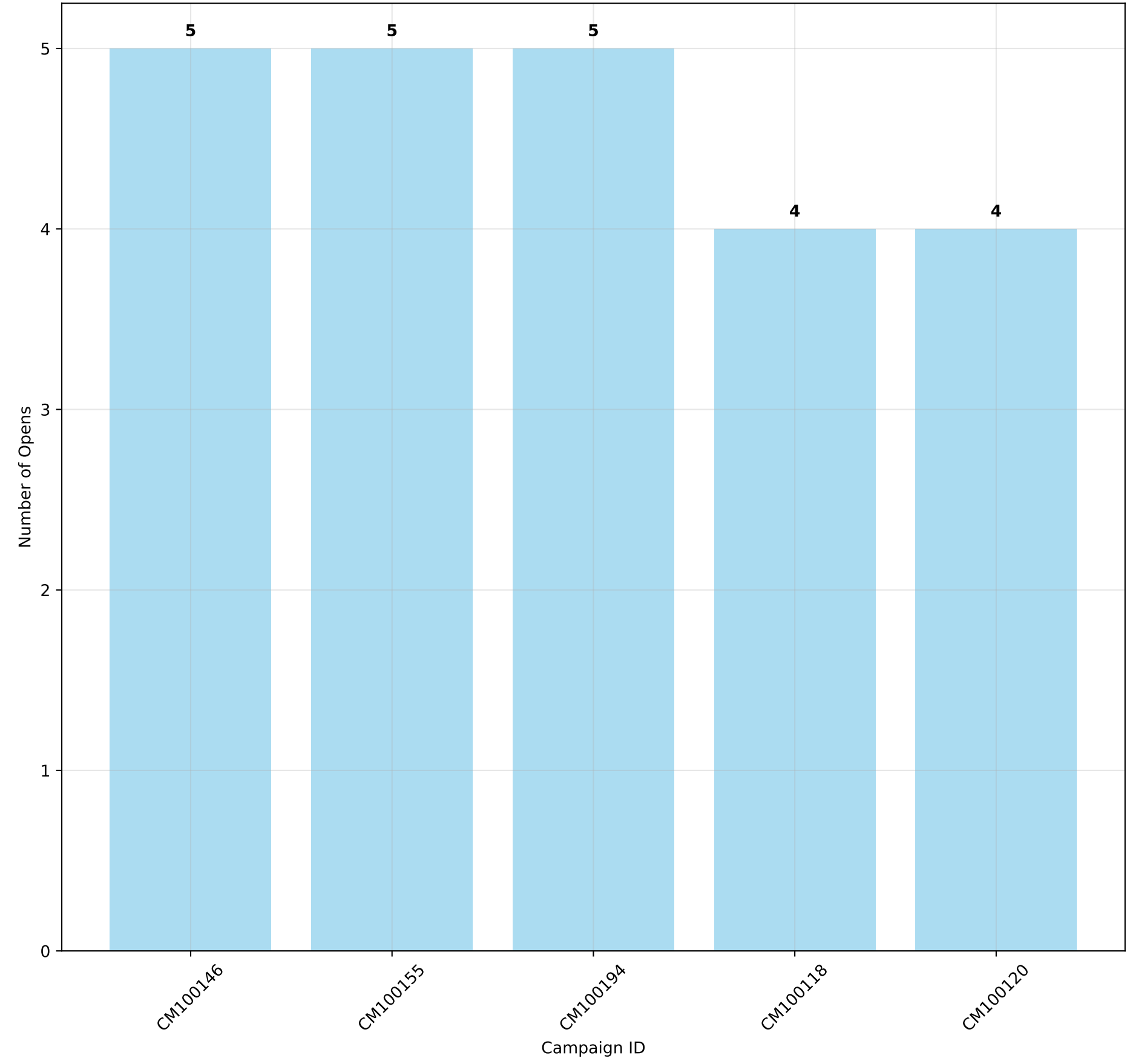
Donor Persona Profiles		
Persona	Color	Description
Gary	gold	Top 33% amount, low dormancy (high value, active donors)
Ryan	green	Middle 33% amount, low dormancy (medium value, active donors)
Yara	lightblue	Lowest 33% amount, low dormancy (low value, active donors)
Laura	purple	Top 33% amount, high dormancy (high value, dormant donors)
Peter	darkblue	Middle 33% amount, high dormancy (medium value, dormant donors)
Beth	red	Lowest 33% amount, high dormancy (low value, dormant donors)

Top 10 Donors by Persona

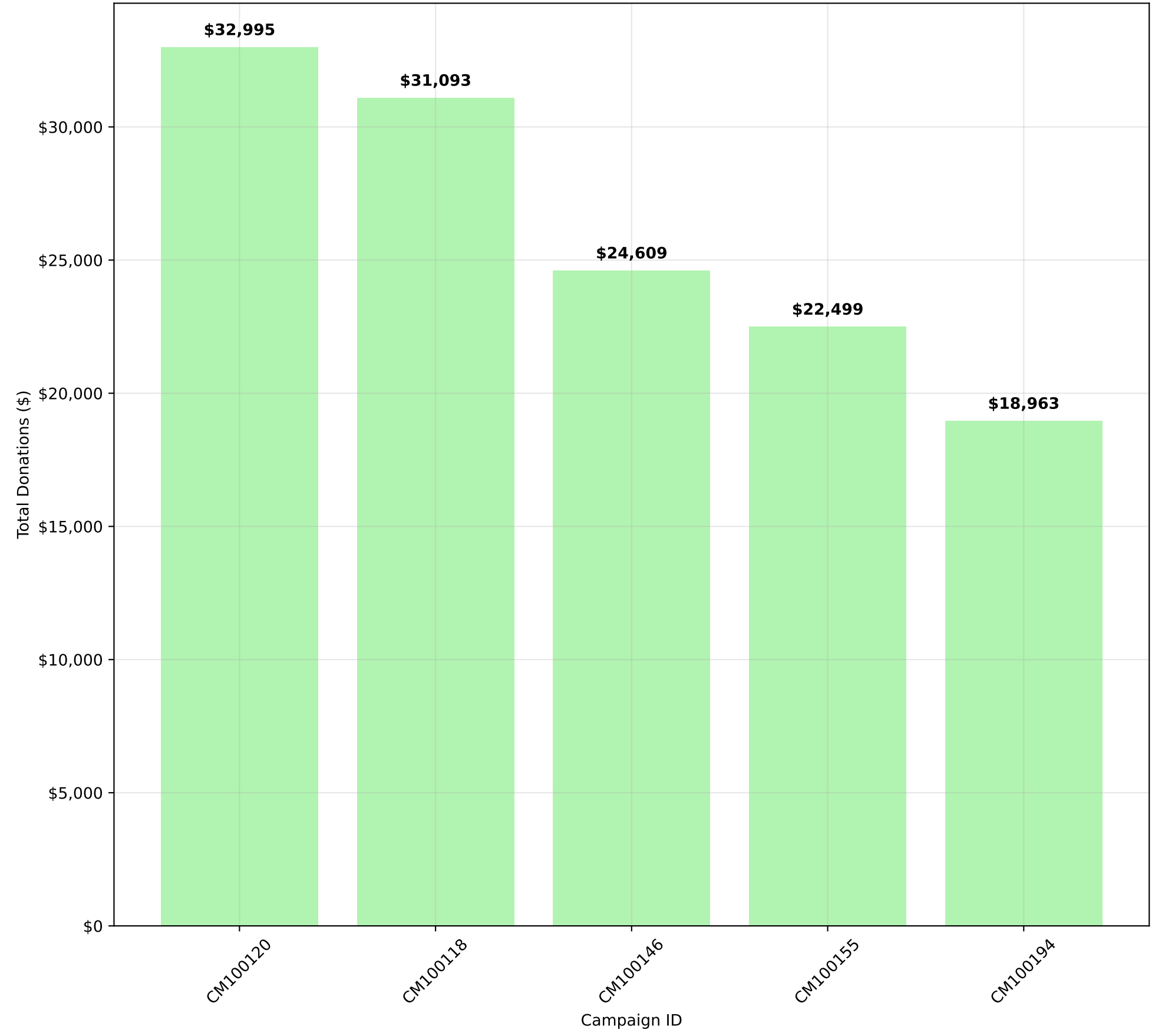
Persona	Rank	Account ID	Total Amount (\$)	Donation Count	Dormancy (Years)
Gary	#1	LgBjhJlSIHqKtAq...	\$248,507	4	0.0
Gary	#2	bqjxTcxocfYUOyv...	\$222,949	3	-1.0
Gary	#3	GbWQGPFDTVijMYH...	\$213,779	4	0.0
Gary	#4	vgxzwNclrptbLNS...	\$210,576	3	0.0
Gary	#5	daTTkYZDpXQPNnW...	\$203,836	3	0.0
Gary	#6	oYwbcRmRszZurGw...	\$193,923	3	1.0
Gary	#7	hEqoysMBMhpticA...	\$191,505	2	0.0
Gary	#8	aSVwxSScwEehEZg...	\$183,260	2	0.0
Gary	#9	GBrKFEPWKvfkcZo...	\$175,067	3	1.0
Gary	#10	pbLsTWFpZuebQdC...	\$171,327	2	0.0
Ryan	#1	hEwqQsXYewYMKso...	\$71,092	1	1.0
Ryan	#2	xVdEfoQpctOfTmz...	\$70,517	1	0.0
Ryan	#3	hlfgrSdaPwyBoBh...	\$70,478	1	0.0
Ryan	#4	EMBnPbsEAgRxigi...	\$70,444	1	-1.0
Ryan	#5	dAQXmYqvZBBcWZl...	\$69,985	1	-1.0
Ryan	#6	KGFQHzGcRCBHPO...	\$69,837	1	2.0
Ryan	#7	gbxSOMixfbyAYta...	\$69,811	1	0.0
Ryan	#8	pLPFYMVVViFMeec...	\$69,339	1	2.0
Ryan	#9	ewEoyvSpbpolpFp...	\$69,323	2	0.0
Ryan	#10	vtssEwmRLmDUqBt...	\$68,920	1	1.0
Yara	#1	KUgYLwRrwzFWrTc...	\$37,364	1	1.0
Yara	#2	RRKCUJbiLemEsZY...	\$36,796	1	0.0
Yara	#3	akFOTyCgvENfYVH...	\$36,746	1	1.0
Yara	#4	xzfhpwqlpjDxGNr...	\$36,248	1	2.0
Yara	#5	CQUnqauxwWkRlJU...	\$36,098	1	2.0
Yara	#6	MYNIOuvcXGfOgNq...	\$35,998	1	1.0
Yara	#7	KwrwlwtDqaaFNkp...	\$35,808	1	0.0
Yara	#8	zoDCTYWIqKfZklo...	\$35,738	1	1.0
Yara	#9	kkRJYLiAVtHQpGu...	\$35,609	1	2.0
Yara	#10	LmKTQmaNKYOGyGB...	\$35,325	1	2.0
Laura	#1	xcBNUCEkflvSBiu...	\$183,538	3	3.0
Laura	#2	IgaDDIIEMZhkddi...	\$177,900	2	3.0
Laura	#3	pqKBYRdjSYPGGNF...	\$166,751	2	4.0
Laura	#4	gPeBGHTAuBgBESp...	\$158,318	3	5.0
Laura	#5	eEwyzFKAYDvsmqw...	\$142,895	2	3.0
Laura	#6	cCkcFcgjoEelzcO...	\$139,322	2	3.0
Laura	#7	JXuKOjOQhzzqjTiY...	\$137,789	2	3.0
Laura	#8	GjhOPVfNIHUoNfU...	\$123,931	2	4.0
Laura	#9	fTnpwaruaXtsowW...	\$110,111	2	3.0
Laura	#10	qIDbwtRMzUhSUuo...	\$110,043	2	3.0
Peter	#1	wOnfmQbipftmiYd...	\$71,318	1	5.0
Peter	#2	IkCSnKwmJPxhldy...	\$71,316	1	3.0
Peter	#3	paydDamwimyXRuC...	\$71,312	1	6.0
Peter	#4	WijpolRSooyooTG...	\$71,249	1	6.0
Peter	#5	axANYQHuvBClaXH...	\$71,163	1	5.0
Peter	#6	hTyOVybEcsSwrSk...	\$70,995	1	5.0
Peter	#7	XBGrrTrkNAVTmkj...	\$70,854	1	5.0
Peter	#8	XZJDgegDHgLfFVF...	\$70,853	1	4.0
Peter	#9	idMlpLrPZPwkvwv...	\$70,091	1	3.0
Peter	#10	YMginNeXgkJKPtG...	\$70,025	2	3.0
Beth	#1	zadPEQxxWgyxnlp...	\$36,693	1	3.0
Beth	#2	tSZvaMOPBaKEfaB...	\$36,426	1	5.0
Beth	#3	ZzLkDGWgddMbkaV...	\$36,298	1	5.0
Beth	#4	PzsWnkGAvmueTvW...	\$35,958	1	3.0
Beth	#5	FctPoQLNNTAWMbG...	\$35,808	1	4.0
Beth	#6	TdTFbzERZIRarnP...	\$35,760	1	4.0
Beth	#7	buOBlwoTjiMmnl...	\$35,563	1	5.0
Beth	#8	mnNRtzFOTmbWFgq...	\$35,549	1	5.0
Beth	#9	yLJNyNFMsiDaGTy...	\$35,107	1	4.0
Beth	#10	QbHAKgvmgXyADBh...	\$35,037	1	3.0

Email Campaign Analysis

Top 5 Email Campaigns by Opens

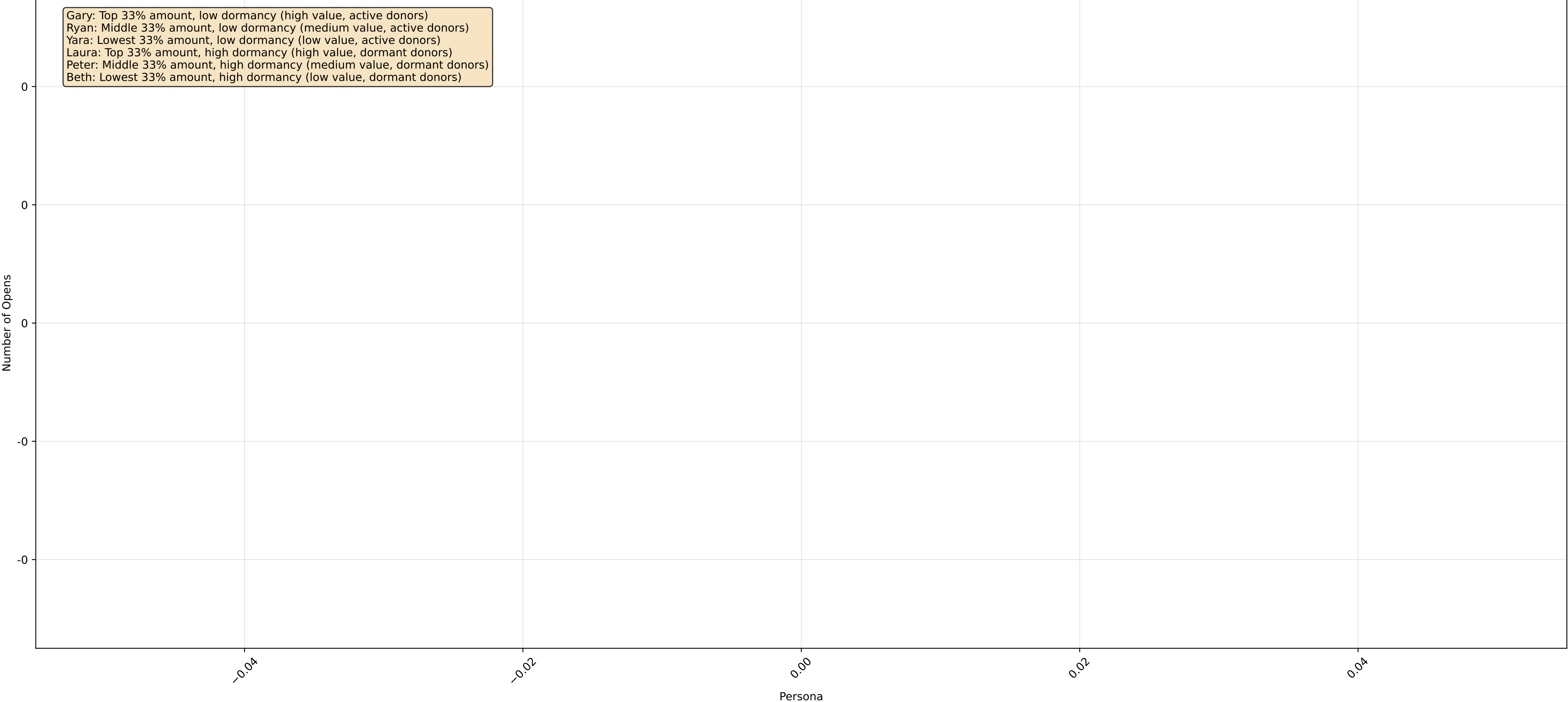


Top 5 Email Campaigns by Total Donations within 7 days



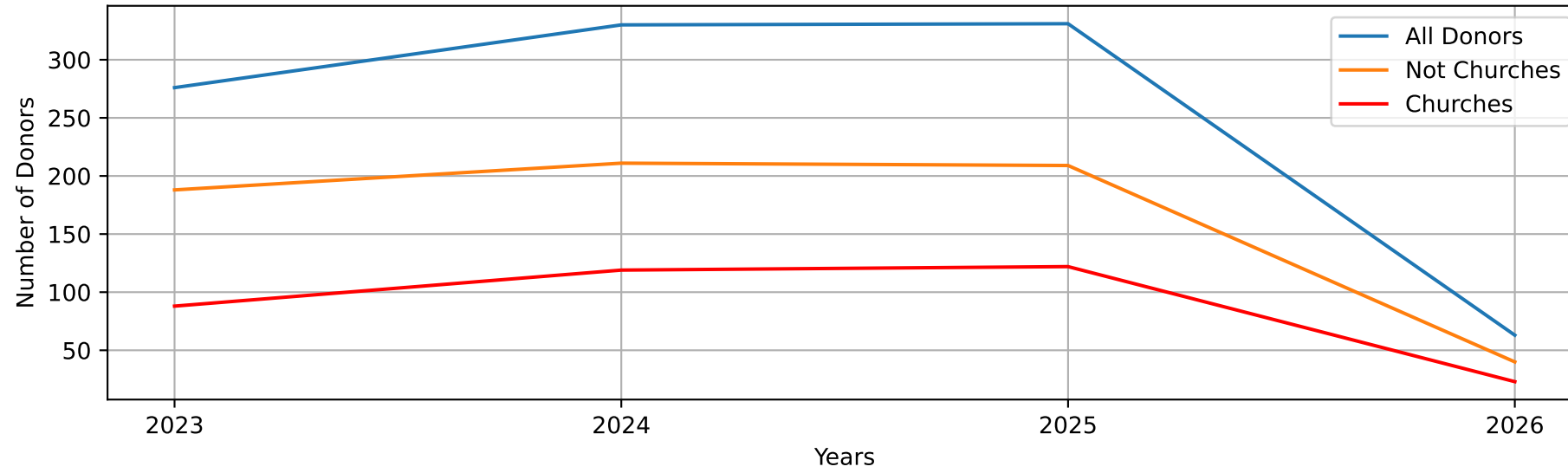
Email Campaign Performance by Donor Personas

Number of Email Opens by Persona

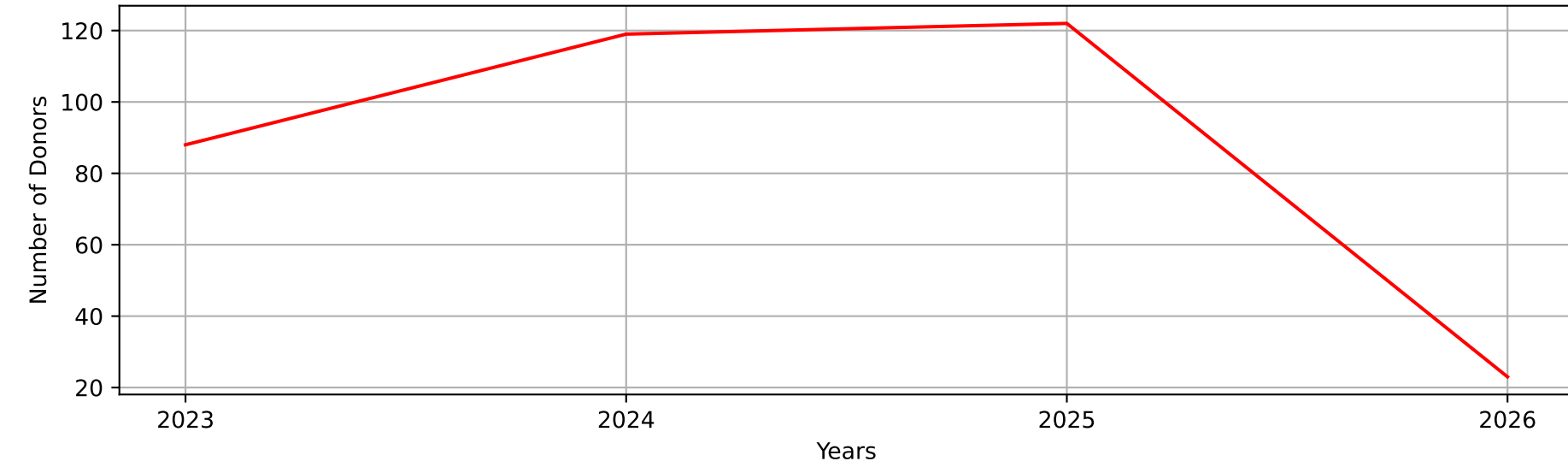


Church Donor Analysis

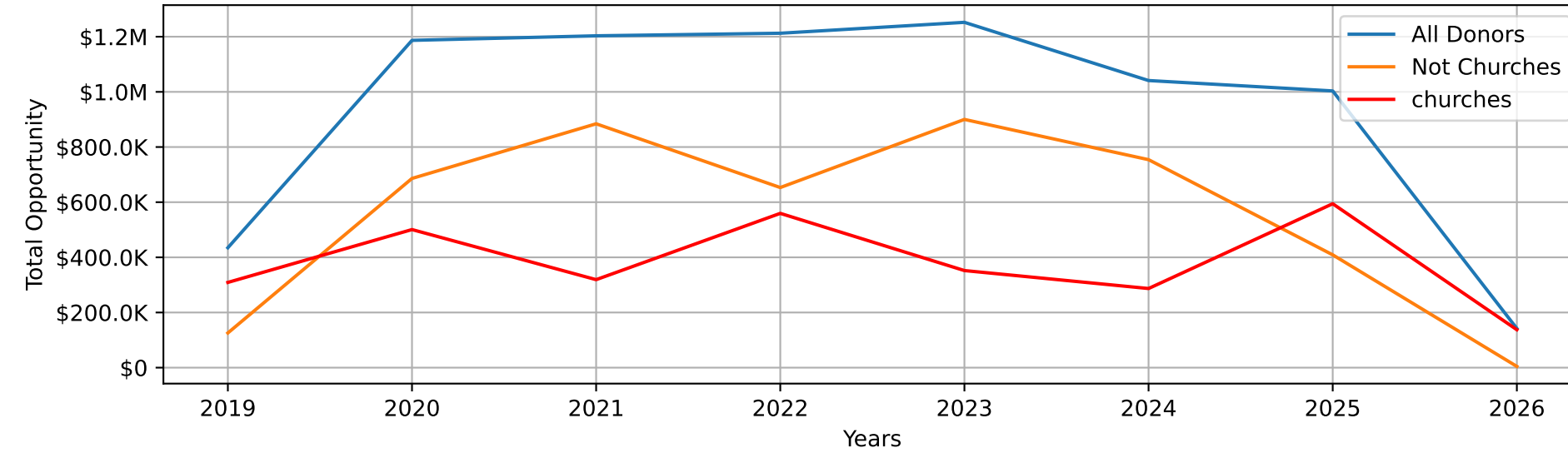
Number of Donors Gained Each Year



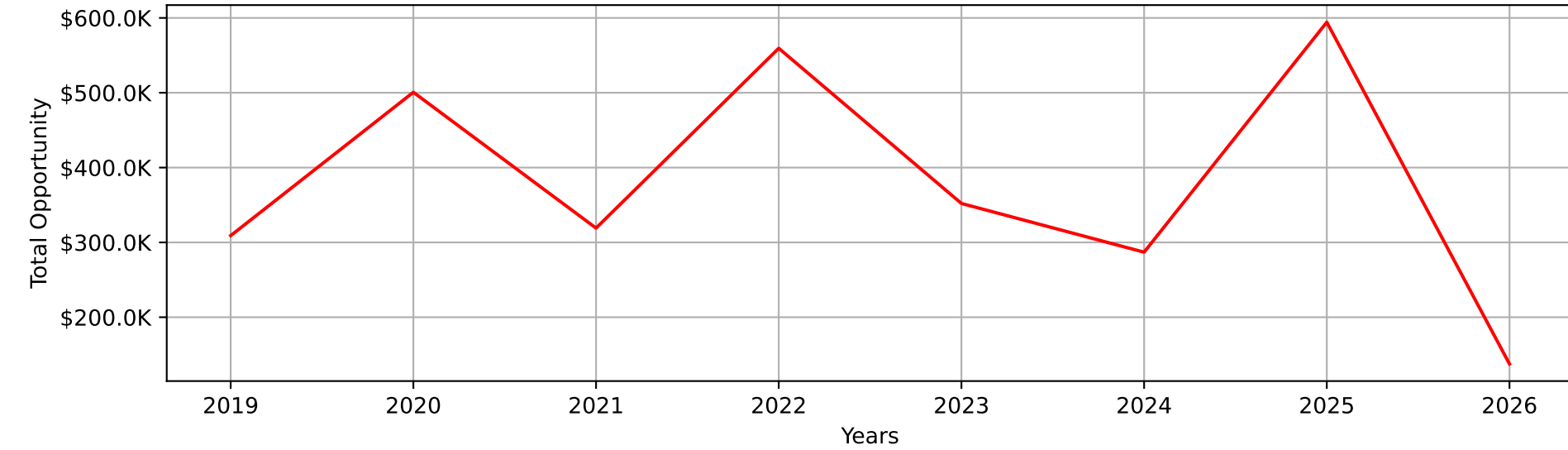
Number of Church Donors Gained Each Year



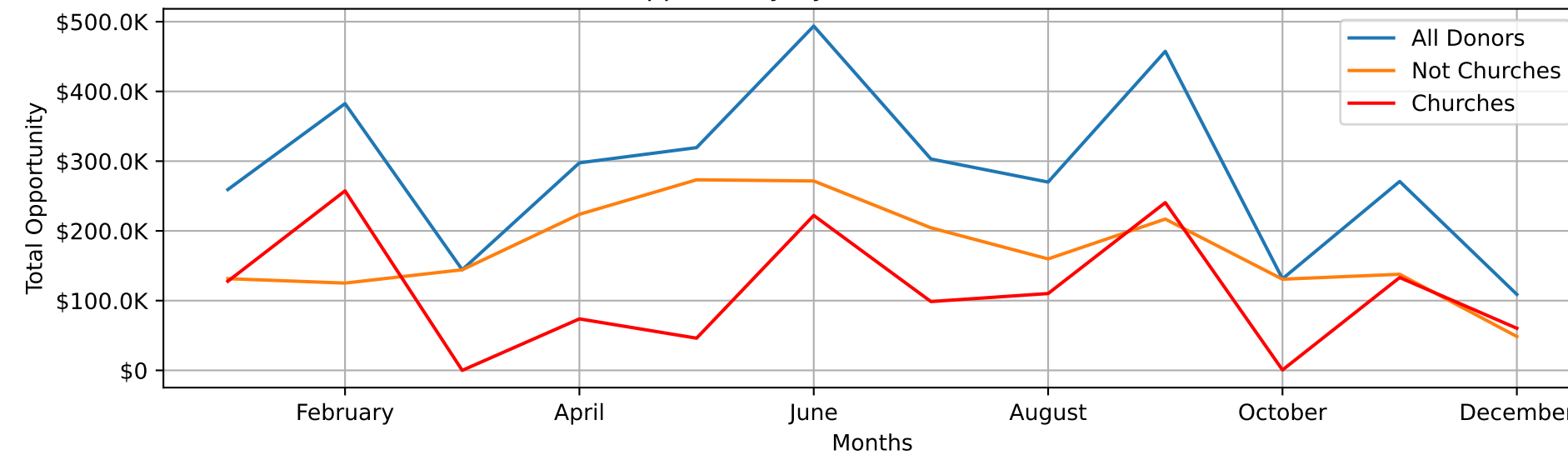
Total Donation Opportunity Each Year



Total Church Donation Opportunity Each Year



Total Opportunity By Month For the Past 2 Years



Total Opportunity By Month For Churches For the Past 2 Years

