

INDIVIDUAL PROSPECT PROFILE FORM

I. BIOGRAPHICAL INFORMATION

1. Name
2. Business
3. Title
4. Spouse's Business
5. Spouse's Title
6. Corporate/Philanthropic Affiliations

II. PAST STATION INVOLVEMENT

1. Interests
2. Issues
3. Programs

III. GIVING HISTORY

1. Total Giving
2. Largest Gift/pledge (to date)
3. Membership level/annual appeal level
4. Benefactor status

IV. WEALTH INDICATORS

1. Investments
2. Inheritance
3. Salary
4. Real Estate
5. Philanthropy
6. Other (specify)

V. PROSPECT RATING

Based on above information, suggest a giving level/rating for the individual's capacity for a five-year stretch gift.

Courtesy, The Galler Group, <http://www.gallergroup.com/>