

# 50 Contacts In 5 Minutes

This worksheet is designed to help you create a list of people to send your Walk letter to. It is said that the average person has a pool of about 200 people who they would consider inviting to their wedding or who would likely attend their funeral. These are the people who you should be sending your personal fundraising letters to and this list is to help you begin to identify the “pool.” If you have more than five people in certain categories (which you probably will), make sure you send a letter to all of them.

## Immediate Family

(Spouse, Children, Parents, Siblings)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Distant Family

(Aunts, Uncles, Cousins, In-Laws)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Work Acquaintances

(If you have an office announcement board, announce your efforts there)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Neighbors

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Church

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**School Friends** (These can be your past/present school friends and/or people you have met through your children going to school)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Social Groups** (Examples of social groups are sports teams, crafter groups, other clubs such as, VFW, Lions, Rotary, etc)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Businesses** (This is for businesses where are a customer, including local restaurants, gas stations, retail stores. Don't forget service providers such as doctors, dentist, pharmacist, vet, hairdresser, mechanic, attorney, cleaner)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Painful Purchases** (These are for infrequent, large purchases. Sometimes they are planned (new pool, new car, new house, furniture) while others have bad timing (broken furnace, new tires, tax preparation, new appliances, etc.) Planned or not, they make you an instant high-paying customer and a good candidate to ask the business for a donation.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Don't Forget...** You should also send a letter to everyone on your holiday card list, and people who may owe you a favor.

For help reaching your personal fundraising goals, please contact:

Tom Tompkins -Walk Manager

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