EMPOWERED FUNDRAISER

CAMPAIGN COUNSEL FOR THIRD SPACES

Donor Conversation Cheat Sheet

Choose three to five questions. Follow the donor's answers—not a script.

Open the full question and listening index

Ask	Listen for
Tell me about the first time you experienced philanthropy.	Who gave, who received, and what the experience meant to the donor.
What did that mean to you?	The words the donor uses to explain why the story still matters.
Would it be helpful to bring someone else into the conversation?	Who needs to hear the idea or weigh in, and who should invite them.
Are you ready to move forward?	The step they are willing to take, the question they still have, or a request for more time.
How do you like to be reminded?	Their preferred channel and timing. Confirm those details before you leave.

Your Meeting Plan

Desired outcome

Three questions I will prioritize

What I need to learn

Agreed next step / owner / date

PAPPA Supercharged Contact Report Donor Meeting Follow-Up