

### Network Mapping Exercise

A network mapping exercise is a must as part of your major donor strategy. This exercise will help you to identify those individuals who are already warm to you and who may have the propensity to give.

After you have listed all, using the key write down what type of supporter they will be.... Remember just because someone cannot donate large amounts of cash does not mean they cannot play an imperative role in your fundraising.

**Key:** A = Awareness Raising | £ = Cash | T = Time | C = Contacts | E = Expertise

<b>Companies:</b>	<b>Trustees:</b>
<b>Media:</b>	<b>Staff:</b>
<b>Volunteer:</b>	<b>Government Representatives:</b>
<b>Current Donors:</b>	<b>Trusts / Foundations:</b>