



FR Solutions

We've Got You Covered

MAJOR GIFTS SOLUTIONS

New Services Available to Meet Your Fundraising Needs

Here at **Front Range Source**, we've got your major gift needs covered. Whether you're a new development director just starting a major gift program or you're a veteran embarking on a capital campaign, we've added targeted new services to meet your needs.

Our customizable packages are designed to help you determine the **best way** to approach your donor with an emphasis on the following:



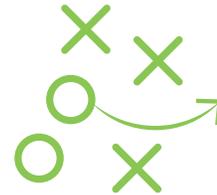
Strategy

Prioritized prospect lists to get your effort started



Research

Individual profiles on your top donors and prospects



Coaching

Guidance on the best ask to meet your goals

Choose the **support** you need from our menu of **options** and get access to top-notch prospect research and major gift **expertise**. This extremely valuable combination can **make the difference** for you in meeting your major gift objectives!

RESOURCES TO FIT YOUR NEEDS



We know that not all major gift initiatives are the same. Our practice has never been a one-size-fits-all endeavor. But we also know that most major gift operations (no matter what size) need solid prospect research.

We also know that the resources for getting this kind of research are limited – and expensive. With fundraising budgets stretched to the max, the number of staff positions devoted to prospect research has dwindled. And sometimes you don't need a staff position; you just need prospect research support for a limited time.

That's where we step in. We subscribe to the top-of-the-line databases used for prospect research so you don't have to. And we have also invested in the expertise and know-how to create results-oriented prospect profiles.

Our new Managing Associate, Meghan Jamison, has the expertise and the tools to get you what you need. Her work, in partnership with the founding partners—who have over 50 years of major gift experience between them—can add an instant boost to your team.

HOW IT WORKS



You can pick and choose from the services below based on what you need for your major gifts initiative. You can use them in combination or try one first.



Prioritized Prospect List

Provide us with a list of your donors, and we can use a combination of prospect research and years of experience to prioritize your donors and prospects to help you focus and get to work right away.



In-depth Prospect Profiles

Don't even think about making a major ask without solid information under your belt. We can create a full prospect research profile to ensure you make the right ask in the right way. We draw from the very best databases that hold information on income, stock holdings, real estate, and giving behaviors.



Prospect Strategy

Tap into our experience as major gifts officers – we've asked for gifts ranging from \$1,000 to \$10 million. Let us help you develop the best strategy for your ask, including an ask amount, customized messages, and next steps.



Major Gifts Solicitation Training and Coaching for your Staff and Board

The most successful major gift campaigns are a team effort. We can provide solicitation training and orientation for staff and board that will excite and activate them!

WHY FRONT RANGE SOURCE?

Our team has over **50 years** of major gifts experience and has collectively raised **over \$1 billion**.

We will share our front line experience asking for major gifts as development staff, volunteer solicitors, and donors. We can help you step into the mind of the donor and prepare yourself for the big ask.

You'll emerge from your work with **Front Range Source** ready to start raising more money.



No two donors are alike, but with our experience, we've pretty much seen it all.

LET'S GET STARTED!

To discuss our customized packages and pricing, please contact **Ann Goldman**:
303-520-7114 or ann@frontrangesource.com

