

## TOTAL TO RAISE FROM INDIVIDUALS

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# Gifts Needed	# Prospects Needed	# Prospects Identified	Gift Level	Cumulative Total	Cumulative % of Goal	Secured
2	8					
4	16					
8	32					
10	30					
12	36					
many						
Top 2 gifts represent 20% of total						
Next 4 gifts represent 20% of total						
And so on						