

SAMPLE: MOVES MANAGEMENT TRACKER

RESOURCE 1.6

The meeting between the desires of the donor and the desires and needs of the church

Name	Cultivation 1	Cultivation 2	Cultivation 3	Cultivation 4	Cultivation 5	Cultivation 6	Ask	Follow-up
Smith, Joe	Dinner with Harry Walsh	Visit to the site of the new building	Lunch with the Rector at Rectory	Meeting with the architects to review plans	Meeting with donor of similar gift	Visit to similar church which has new building	Walsh, & Rector	Personal visit by Campaign Chair
Warrant, Harry and Julie								
Jones, William								