

## Fundraising for Graduate Education: 6/18/36 Month Fundraising Planning Tool



**Instructions:** Review your Development Quiz to identify quick wins and short term goals. Next, determine achievable mid term goals. Finish with longer term plans that rely on work to build infrastructure and a pipeline of donors. At each phase, consider what is possible with and without additional resources and where you can build partners and allies to advance your efforts.

	6 Months Short Term	18 Months Mid Term	36 Months Long Term
<b>Cycle of Philanthropy Stage:</b>			
Identification			
Qualification			
Cultivation			
Solicitation			
Stewardship			
<b>Other Considerations:</b>			
What, if any resources are needed?			
Who are potential allies and partners?			