Gift Officer Portfolio Composition

10% or more from goal	within 10% of goal	within 5% of goal

Prospect Manager	Prospects	Qualification Count	Qualification (20% Goal)	Cultivation Count	Cultivation (40% Goal)	Solicitation Count	Solicitation (20% Goal)	Stewardship Count	Stewardship (20% Goal)	Contact* Last 12 Months	Contact Percentage (75%+ Goal)	Active Proposals**
[redacted]	65	29	45%	17	26%	7	11%	10	15%	19	29%	20
[redacted]	60	18	30%	27	45%	5	8%	10	17%	58	97%	14
[redacted]	92	38	41%	36	39%	15	16%	3	3%	52	57%	30
[redacted]	100	57	57%	33	33%	6	6%	4	4%	49	49%	14
[redacted]	15	3	20%	1	7%	10	67%	1	7%	11	73%	9
[redacted]	50	2	4%	17	34%	27	54%	4	8%	32	64%	40
Total	**382**	**147**	**38%**	**131**	**34%**	**70**	**18%**	**32**	**8%**	**216**	**57%**	**127**

*Prospects who have been contacted by their assigned PM by email, phone, or an in-person meeting.
**Active Proposals are proposals with a status of Planned, Pending, or Accepted-Oral Pledge

Prospect Manager

All

Current Status

3-Qualification

Status	Target Duration (Months)
3-Qualification	6

Name	NXT Link	PCR	Current Status	Date From	Time in Stage	Previous Status	Date From	Time in Last Stage	Meetings last 12 months	Campaign Total	Campaign Target Amount	Inclination	Curren
[redacted]		F	3-Qualification	8/15/2015	13				0	$1,600	$0	Low	
[redacted]		F	3-Qualification	8/15/2015	13				0	$400	$0	Low	
[redacted]		F	3-Qualification	8/15/2015	13				0	$1,300	$0	Low	
[redacted]		G	3-Qualification	8/15/2015	13				0	$2,500	$0	Low	
[redacted]		F	3-Qualification	3/3/2016	6				0	$2,200	$0	Low	
[redacted]		E	3-Qualification	8/4/2016	1	3-Qualification	9/25/2015	11	0	$4,000	$0	Low	
[redacted]		F	3-Qualification	8/4/2016	1	3-Qualification	9/25/2015	11	1	$300	$0	Low	
[redacted]		B	3-Qualification	8/4/2016	1	3-Qualification	9/25/2015	11	0	$300	$100,000	Low	
[redacted]		E	3-Qualification	8/4/2016	1	3-Qualification	8/15/2015	12	0	$2,100	$0	Low	
[redacted]		F	3-Qualification	8/4/2016	1	3-Qualification	8/15/2015	12	0	$0	$0	Low	
[redacted]		B	3-Qualification	8/4/2016	1	3-Qualification	3/3/2016	5	0	$500	$100,000	Low	
[redacted]		D	3-Qualification	8/4/2016	1	3-Qualification	9/25/2015	11	0	$300	$0	Low	
[redacted]		D	3-Qualification	8/4/2016	1	3-Qualification	9/25/2015	11	0	$2,250	$0	Low	
[redacted]		E	3-Qualification	8/4/2016	1	3-Qualification	1/7/2016	7	0	$0	$0	Low	
[redacted]		D	3-Qualification	8/4/2016	1	3-Qualification	8/15/2015	12	0	$200	$0	Low	
[redacted]		B	3-Qualification	8/4/2016	1	3-Qualification	8/15/2015	12	0	$0	$0	Low	
[redacted]		C	3-Qualification	8/4/2016	1	3-Qualification	9/25/2015	11	0	$1,000	$100,000	Low	
[redacted]		A	3-Qualification	8/4/2016	1	3-Qualification	8/15/2015	12	0	$0	$100,000	Low	
[redacted]		D	3-Qualification	8/4/2016	1	3-Qualification	9/25/2015	11	0	$1,500	$0	Low	
[redacted]		E	3-Qualification	8/4/2016	1	3-Qualification	8/15/2015	12	0	$4,500	$0	Low	