

Prospect	Key Attributes	Point of Contact	Month 1	Month 2	Month 3	Month 4
John Doe	<ul style="list-style-type: none"> Event coordination Sponsorship energy 	Tony	Tony makes personal invite to mixer	Tony and Calvin invite to coffee Follow up as needed with more info	If interested, invite to committee and have a drink afterwards. If not, ask if he knows others who might be	If interested, nominate for committee after holidays