

## Day of Discovery

***EVALUATE*** what you've done for major donors . . .  
***STRATEGIZE*** to make the future even stronger!  
***PLAN*** specific ways to increase income!!!

Build a solid foundation on this intensive audit of your major donor development program. **A Day of Discovery includes pre-event analysis of key major donor reports and data, telephone interviews with key staff, and one full day of on-site interaction and training.**

The final product from a Day of Discovery is a follow-up report of specific recommendations for improving your major donor development efforts.

### **Everything you need to capitalize on your major donor funding potential is included:**

- **Comprehensive analysis of ministry** strengths, barriers to achieving goals, and opportunities related to major donor development efforts
- **Clarification of your Unique Ministry Proposition** and how to use it to support major donor efforts
- **General review of key development staff** and their relevant abilities
- **Critical review of systems and processes** supporting major donor efforts
- **Critical review of major donor materials** and communications
- **Integration of the major donor efforts** into the overall development program

