



*Women in Development: Celebrating a Quarter Century*

# *Quarter Report*

*A monthly list of 25 fun facts, helpful hints and other pearls of wisdom relating to philanthropy and the development profession.*

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## **“You Know You’re a Fundraiser When ....”**

1. You scan everything you read for the names of prospective funders (i.e at theater performances, you spend intermissions scouring the list of donors and supporters in the program book).
2. Your home page is set to Guidestar.
3. You first turn to the real estate transactions section or the obituaries when reading the newspaper.
4. At a social event, when approached by a complete stranger, you say “I heard you work at ABC Corporation, and I’d love to get you involved with my Charity Organization.”
5. You seek out lottery winners’ addresses.
6. You collect, and don’t toss, fundraising direct mail appeals.
7. Your contact list is too large for your Palm Pilot.
8. A corporate giving officer doesn’t return your call and you make a second call, anyway (the next day).
9. You remember the birthdays of prospects and donors, but not your family members.
10. You resist the urge to change channels during the Jerry Lewis Telethon and NPR’s pledge drive.
11. The clothes in your closet are divided into three categories: board meetings, special events, and miscellaneous.
12. No is not part of your vocabulary.
13. You take notes at all special events – gathering ideas for your organization’s next special event.
14. You increase your attendance at personal social events in an effort to increase your organization’s donor base.
15. You drive by the homes of prospects to get a sense of their capacity.
16. You discuss planned giving options at family dinners with your parents and grandparents.
17. You write contact reports in your head after meeting people at weddings and other social occasions.
18. Your children are required to direct a portion of their piggy bank funds to charity.
19. You know the difference between rich, really rich and mega rich.
20. You choose vacation destinations based on prospects you may come in contact with.
21. You plan your own life around the fiscal year.
22. You plan major life events (weddings, babies) around your organization’s special events.
23. You notice people’s shoes, jewelry and what kind of car they drive.
24. You ask perfect strangers questions to identify potential links.
25. You admire and critique other charity’s plaques when you visit them.