

# Sample Moves Management Tracker

## Resource 3.3

The meeting between the desires of the donor and the desires and needs of the church

| Name                     | Cultivation 1           | Cultivation 2                         | Cultivation 3                    | Cultivation 4                               | Cultivation 5                      | Cultivation 6                                  | Ask             | Follow-up                        |
|--------------------------|-------------------------|---------------------------------------|----------------------------------|---|------------------------------------|--|-----------------|----------------------------------|
| Smith, Joe               | Dinner with Harry Walsh | Visit to the site of the new building | Lunch with the Rector at Rectory | Meeting with the architects to review plans | Meeting with donor of similar gift | Visit to similar church which has new building | Walsh, & Rector | Personal visit by Campaign Chair |
| Warrant, Harry and Julie |                         |                                       |                                  |   |                                    |  |                 |                                  |
| Jones, William           |                         |                                       |                                  |   |                                    |  |                 |                                  |