

MOVES MANAGEMENT RECORD

PRE-MOVE

- The prospect will meet _____
- The prospect will feel _____
- The prospect will know _____
- I will know _____

MOVE PLAN

| STAGE | PLANNED MOVES | WHO? |
|--------------------------------------|---------------|------|
| <input type="checkbox"/> Identify | | |
| <input type="checkbox"/> Qualify | | |
| <input type="checkbox"/> Cultivate | | |
| <input type="checkbox"/> Solicit | | |
| <input type="checkbox"/> Stewardship | | |

POST-MOVE RECORD

Main Point of Contact: _____

Type of move: _____

Place/Medium of move: _____

Why was this done? (intent): _____

What was communicated? (mention collateral): _____

What did donor communicate?(desire/capacity to make impact, authority, readiness) _____

Were any follow up actions discussed? _____

What should be the next move? (date, responsibility): _____