

Research Questions for Potential Funding Sources

<i>Questions to Research</i>	<i>Prospect 1</i>	<i>Prospect 2</i>	<i>Prospect 3</i>	<i>Prospect 4</i>	<i>Prospect 5</i>
1. Contact Information					
2. Types/forms of support: <ul style="list-style-type: none"> • <i>Corp/Businesses</i> • <i>Foundations</i> • <i>Gov't.</i> 					
3 Motivations: Why do they give?					
4. Effective strategies for approaching, cultivating & maintaining relationship: <i>All about building relationships & strategic research</i>					
5. Who/how much did they get? SEARCH GRANTEES					
6. Nature of support: Is it similar to your needs? SEARCH GRANTEES					
7. Pros & Cons of obtaining their support//Issues					