

## RELATIONSHIP GRID

<b>Board</b>	<b>Top Donors</b>	<b>Leadership &amp; Staff</b>
<b>Alumni/Past Clients</b>	<b>Current Clients</b>	<b>Personal Friends</b>
<b>Neighbors</b>	<b>Professional Advisors</b>	<b>Family</b>
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**For ideas to get your planned giving programs to the next level**  
*call Joe Tumolo at 610.653.7906 or email [joe@joetumolo.com](mailto:joe@joetumolo.com)*