

ANNUAL DEVELOPMENT CALENDAR

Month	Written Communication	Special Events	Phone	Web/Media	Personal Solicitation	Acquisition	Comments
July							
August							
September							
October							
November							
December							

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Month	Written Communication	Special Events	Phone	Web/Media	Personal Solicitation	Acquisition	Comments
January							
February							
March							
April							
May							
June							

(KEY) MD=MAJOR DONOR, ML = MID-LEVEL DONOR, GEN= GENERAL DONOR