Directions: List each person you've appealed to. Include the date of appeal and type of appeal. When you get their response, list it in the appropriate column. Continue to list additional appeal names at the bottom. As you continue to get responses, change undecideds and re-total. When you're out of room start a new work sheet.

Cultivate Card

Adapted from Scott Morton's "Up Till Now Report"

Date of Appeal	Type of Appeal *	Names (who you appealed to)	Amount Monthly	Amount One-time	No gift	Undecided	Relationship* and other notes
Totals							

* F=Face-to-face, L/P=Letter/phone, G=Group appeal, E=Email or letter only, WO=Walk-on, O=Other
* Know, Like, Trust, Try, Give, Repeat, Refer