

WHO DO YOU KNOW?

The key to having a successful fundraising campaign or event is to ask people you know for support. Think about everyone whose lives you touch and ask them to get involved by making a donation, offering services in-kind, or volunteering.

Use this chart to help you identify people you know and organize them into categories. Start with your inner circle of family and friends and then think beyond that to acquaintances, personal vendors, and others in the community who might be able to support your efforts. Before you know it, you will have a complete list of supporters!

FAMILY & FRIENDS
Parents, In-laws, Cousins,
Aunts, Uncles,
Grandparents, Friends,
Neighbors

PERSONAL VENDORS
Dry Cleaners, Mechanics,
Restaurants, Salons/Spas,
Physicians, Dentists,
Real Estate Agents

COMMUNITY
Local Businesses, Community
Centers, Neighborhood
Associations, Civic Clubs

WORK
Co-Workers,
Vendors,
Employers

SCHOOL
PTAs, Teachers, High School/
College Alumni Groups,
Fraternities/Sororities

ACTIVITIES
Gyms, Sports Teams, Book
Clubs, Places of Worship,
Junior Leagues, Boy/Girl
Scouts, Golf Clubs

**Pulmonary
Fibrosis
Foundation**™