

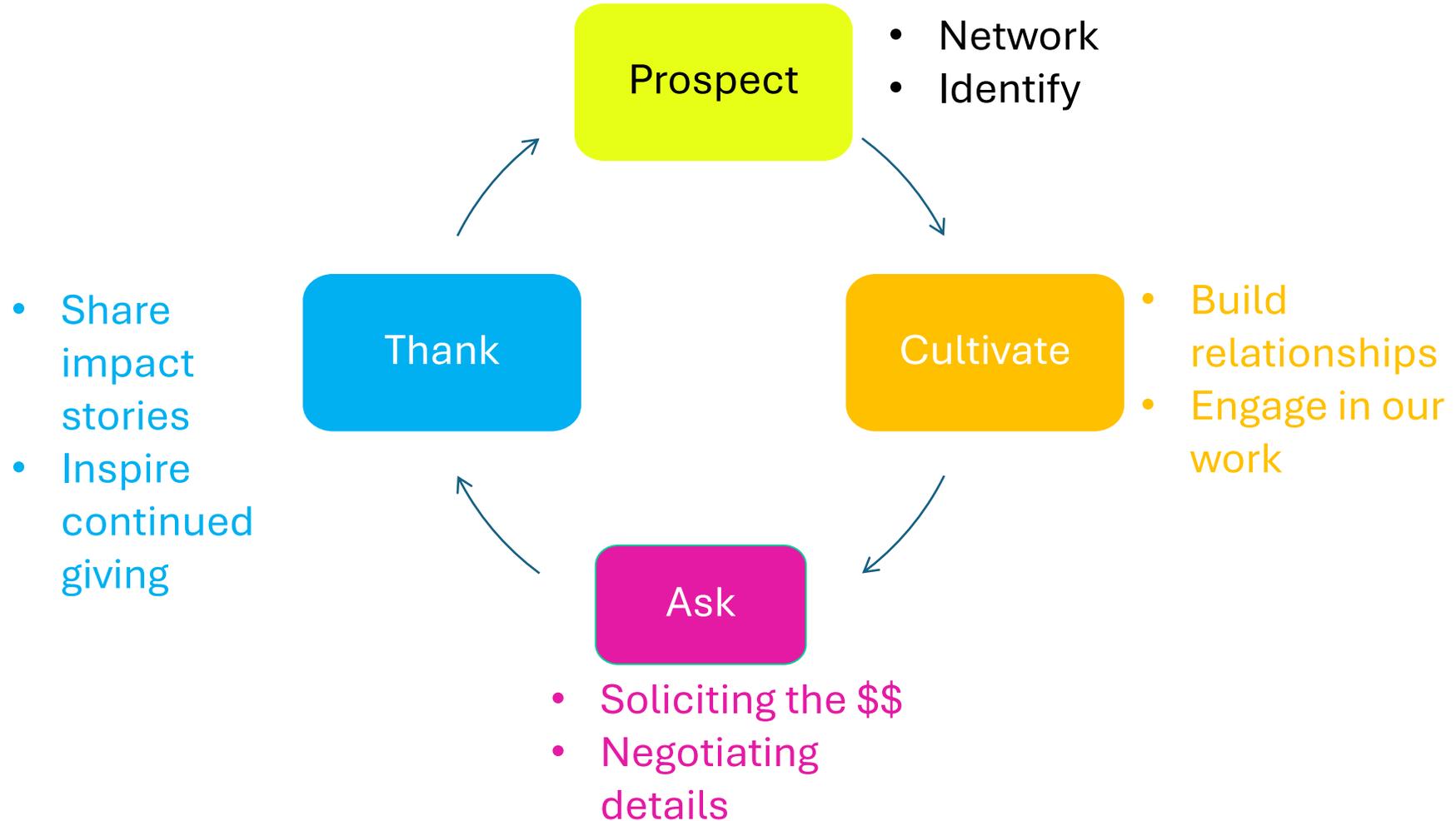
Which Type of Fundraiser Are You?

Presented by the Foothill-De Anza Foundation

Presented to the De Anza College MTM

August 21, 2025

Moves Management



Prospector

Read each description and rate yourself on a scale of 1-3. Take that number of **yellow** post-it notes

- I stay connected with alumni.
- I search for grant funding opportunities and can determine which align best with my work.
- I have an extensive social or professional network.

Cultivator

Read each description and rate yourself on a scale of 1-3. Take that number of **orange** post-it notes

- I speak or write passionately about the successes and needs of my program or Division at De Anza.
- I am a natural tour guide who enjoys introducing guests to spaces and faces at De Anza.
- I can discern what resonates with someone; I'm a matchmaker.

Asker

Read each description and rate yourself on a scale of 1-3. Take that number of pink post-it notes

- I am a negotiator who can hammer out the details of an agreement.
- I understand the financial requirements to achieve various milestones (I know how much a project really costs).
- I can tell when a someone is ready to give back.

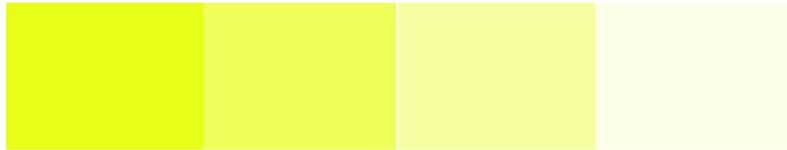
Thanker

Read each description and rate yourself on a scale of 1-3. Take that number of **blue** post-it notes

- I gather and interpret data to demonstrate the success of programs at De Anza.
- I share students' success stories.
- I write meaningful thank you notes.

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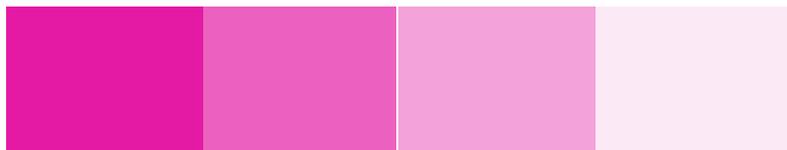
If most of your post-its are



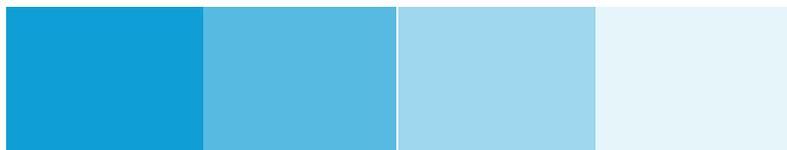
yellow, you are a Prospector!



orange, you are a Cultivator!



pink, you are an Asker!



blue, you are a Thanker!