

gate. Conversely, once you've secured a few gifts at the Lead and Major gift range, you can indicate that position when you go to your keystone gift prospects with a different chart, one that looks more like this one:

**GIFT CHART**  
**GOAL \$10 MILLION**

\$2 Million (1)	<input type="checkbox"/>									
\$5,000,000 (4)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
\$250,000 (8)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
\$100,000 (13)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
\$50,000 (25)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
\$25,000 (30)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
\$10,000 (35)	<input checked="" type="checkbox"/>									
\$5,000 (50)	<input checked="" type="checkbox"/>									
<\$5,000 (many)										