

# WHO DO YOU KNOW?

The key to building a plunge team and successful fundraising campaign both depend on asking people you know for support. Think about everyone whose lives you touch and ask him or her to join your team or make a donation.

Your list can be overwhelming so use this chart to help you think of people you know and organize them into categories. Start with the easiest people to reach: your family and friends. Next, ask acquaintances and service providers.

**BEFORE YOU KNOW IT YOU WILL HAVE A COMPLETE LIST OF PEOPLE THAT YOU KNOW!**

High School/College Alumnus

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Community Social Clubs

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Colleagues/Competitors

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Religious

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Fraternity/Sorority

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Childrens' Sports Teams

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Family

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Vendors/Suppliers

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Child's School

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Neighbors

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**Your Name  
Here**

**Friends**

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**Your Company**

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