

|                                   |                               |                          |                              |                               |
|-----------------------------------|-------------------------------|--------------------------|------------------------------|-------------------------------|
| <b>B</b>                          | <b>I</b>                      | <b>N</b>                 | <b>G</b>                     | <b>O</b>                      |
| Skip from 2010                    | Brand New Donor               | 10 No Answers in a row   | Miami Beach Resident         | Foundation Mention            |
| "I have to talk to my hubby/wife" | Phone a Friend                | Gift from Event attendee | "Ask if they need help call" | Last gift was 2009 or earlier |
| North Dade Resident               | South Dade Resident           | <b>FREE</b>              | "Chai" Gift - multiple of 18 | Decreased gift                |
| Dollar a day gift                 | Network Gift                  | Doubled gift             | 5% Increase                  | Gift by calling cell phone    |
| 10% increase                      | "Hang Up" after you say hello | International Donor      | Women's Philanthropy gift    | \$250 gift                    |

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|------------------------|------------------------------|----------------------|-----------------------------------|-------------------------------|
| <b>B</b>               | <b>I</b>                     | <b>N</b>             | <b>G</b>                          | <b>O</b>                      |
| South Dade Resident    | "Ask if they need help call" | Miami Beach Resident | "I have to talk to my hubby/wife" | Gift from Event attendee      |
| 10 No Answers in a row | Women's Philanthropy gift    | Foundation Mention   | "Hang Up" after you say hello     | Last gift was 2009 or earlier |
| Dollar a day gift      | "Chai" Gift - multiple of 18 | <b>FREE</b>          | Decreased gift                    | Brand New Donor               |
| 5% Increase            | International Donor          | Skip from 2010       | \$250 gift                        | Network Gift                  |
| Doubled gift           | Gift by calling cell phone   | North Dade Resident  | Phone a Friend                    | 10% increase                  |

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|-------------------------------|-------------------------------|------------------------------|-----------------------------------|------------------------------|
| <b>B</b>                      | <b>I</b>                      | <b>N</b>                     | <b>G</b>                          | <b>O</b>                     |
| "Hang Up" after you say hello | International Donor           | "Ask if they need help call" | Gift by calling cell phone        | "Chai" Gift - multiple of 18 |
| Skip from 2010                | Dollar a day gift             | Doubled gift                 | Phone a Friend                    | Foundation Mention           |
| North Dade Resident           | \$250 gift                    | <b>FREE</b>                  | Network Gift                      | 5% Increase                  |
| South Dade Resident           | Last gift was 2009 or earlier | Miami Beach Resident         | Women's Philanthropy gift         | 10 No Answers in a row       |
| Decreased gift                | Brand New Donor               | Gift from Event attendee     | "I have to talk to my hubby/wife" | 10% increase                 |