

# Sample Capital Campaign Timeline

## PLANNING

## QUIET PHASE

## KICK-OFF

## PUBLIC PHASE

## FOLLOW-UP

### Planning: 6-8 Months

- Set objectives and goals
- Begin prospect research and outreach
- Secure board buy-in
- Engage in initial solicitations
- Recruit your team
- Choose a consultant

### Feasibility Study

Determine the feasibility of your campaign and interview key stakeholders

### Ongoing Major Gift Solicitation: 6-24 Months

- Continue prospect research
- Solicit major contributions
- Refine goals and strategies
- Thank and steward all existing donors

### Public Gift Solicitation 1-2 Years

- Kick off your public campaign
- Solicit mid-range and smaller gifts
- Focus on marketing and promotion

### Celebrate your success!

- Thank donors
- Create recognition displays
- Share final announcements and reports

Donorly

# Sample Capital Campaign Plans

**Terry C. Jones**



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