

# Who do you know?

The key to building a walk team and the key to a successful fund-raising 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 identify people that 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!

