

## Checklist for when the well runs dry

### Loose ends

- Go back over the contacts where there's unfinished business
- Check for those people who have a form that they haven't returned
- Check for any other 'blockages'
- Contact them again

### The forgotten excluded

- List those you know you have not approached
- Switch positions: how would you feel if they were raising support and contacted you?
- Get in touch

### Who's new?

- Make a list of the people you've met for the first time in the past month
- Apart from the fact that you've only just met, is there any reason not to contact them about supporting you?
- Get in touch

### Ask for introductions

- Identify supporters who have a different network of contacts from yours
- Ask them if they know people who might be interested in supporting you (use clear suggestions of where these people might be)
- Suggest:
  - they contact that person
  - you contact them
  - they host an evening to meet them

### Early increase

- Think about those who have supported you from the start
- Has anyone shown special interest in your plans and support-raising?
- Explain your situation and ask them to help you get closer to your target.