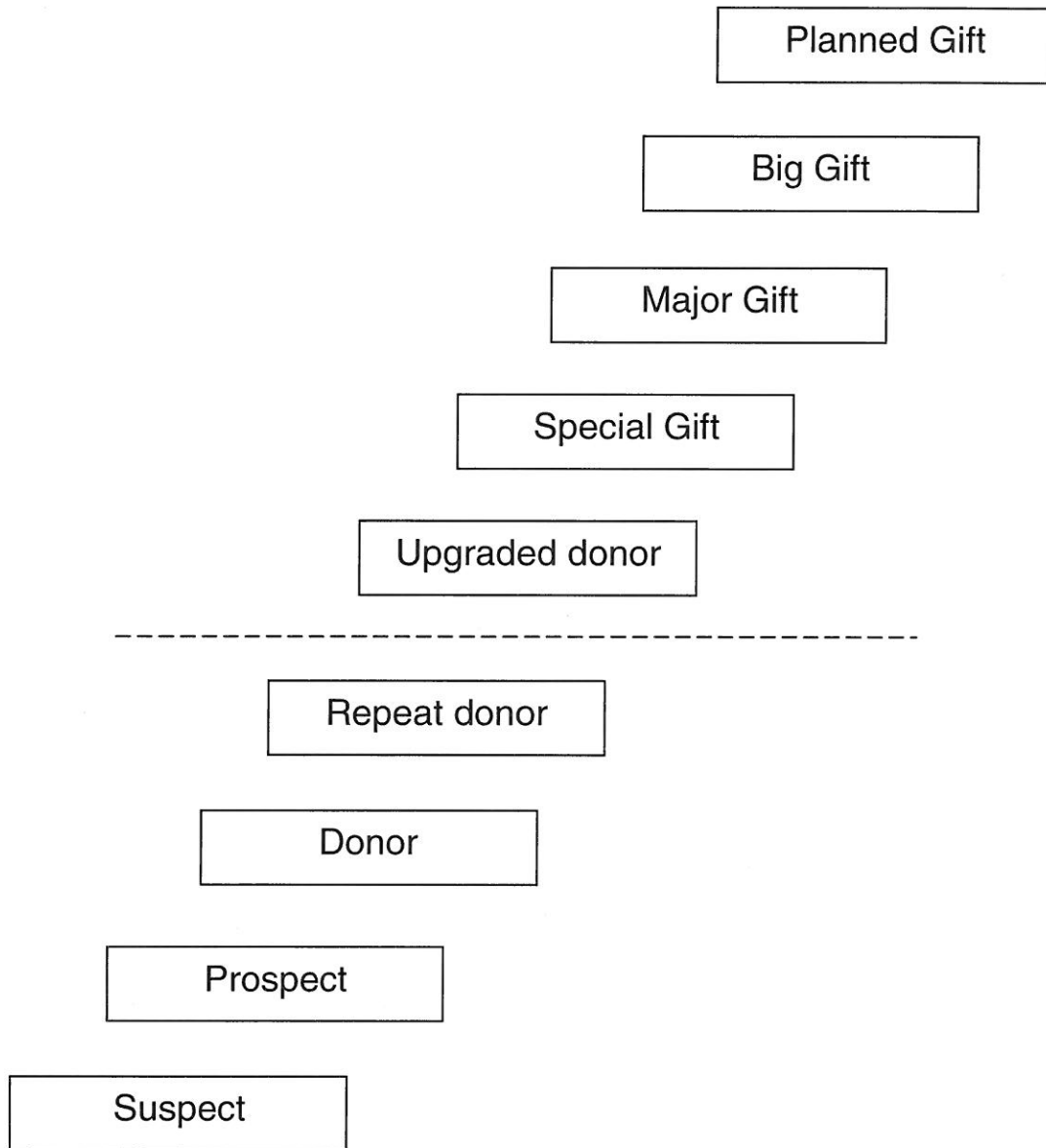


The Development Process



Source: *The Fund Raising School Center on Philanthropy*