

GIFT PLANNING STEWARDSHIP PLAN All Managed Constituents								
Stewardship Actions	Stewardship Levels	\$1,000,000+	\$500,000 - \$999,999	\$100,000 - 499,999	\$25,000 - 99,999	\$22,222 & below	Qualified Suspects	GPO Prospect Pool
Invitations to Campus Events, e.g., Glee Club, Musicals, Lectures	R E C O G N I T I O N	x	x	x	x	x	x	
Invitations to Off Campus Events, e.g., Hollywood Bowl, Theater, Screenings		x	x	x				
Ben Culley Society Events, e.g., BCS Luncheon, Reunion Leadership Reception, President's Holiday Reception		x	x	x	x	x		x
Regional & Other IA Events, receptions, breakfasts, lunches, dinners		x	x	x	x	x		x
Private/Exclusive Events, with artists, authors, notable individuals, renown speakers		x	x	x				
Special Gifts/Recognition, e.g., Founders Society* McMenamin, President's Circle, plaques, naming opportunities		x	x	x				
Approved Recognition in BCS Listings: reports, newsletters, website		x	x	x	x	x		
Ben Culley Society lapel pin		x	x	x	x	x		
President Acknowledgement w/personalized note	A C K N O W L E D G E M E N T	x						
VP Acknowledgement w/personalized note			x					
Director of GP Acknowledgement (Also acknowledges all Life Income & IRA gifts)		x	x	x	x	x	x	x
Assigned Manager - General Acknowledgement		x	x	x	x	x	x	
Welcome to BCS Packet and Acknowledgement		x	x	x	x	x	x	x
Special Publication Mailings, e.g., Oxy Magazine, Annual Report, Annual Impact Report**	S T E W A R D S H I P	x	x	x	x	x	x	x
Kaspick Quarterly Update & Letter to Donors w/CRTs		x	x	x	x	x		
Personalized Stewardship as needed, e.g., special visits, cards, notes, specialty Oxy gifts, gift baskets, etc.								
Legacy Newsletter/Email		x	x	x	x	x	x	x
Annual Check-in Phone Call/Email/Visit		x	x	x	x	x		
Birthday Cards		x	x	x	x	x	x	x
Christmas Cards (Select donors)		x	x	x	x	x		
Thanksgiving Cards		x	x	x	x	x	x	x

*Founders Court under review

**Annual Impact Report sent to donors with annual fund gifts of \$1,000+