Lens on Atlanta

Exhibit B Corporate and Individual Prospects

RANK	Prospective Funder	Contact	History	Potential	Approach	Notes	Underwriting	Membership
affinity	Corporation or Prospect Name	**Key individual**	Details of giving history	$ amt	Station personnel and Corporate contacts action plan.	Update through cultivation process.	Verify any current or prospective underwriting activity.	Document individual corporate contact membership account(s).
8	ABC company	**Mr. Smith**	No history	$25K	Mr. A knows via Kiwanis. Schedule lunch	Identify next steps post lunch.	No history w. underwriting	Mr. & Mrs. $200 fall radio pledge.