Development Officer Performance Tracking

$ Goal	$ 50,000

Avg Gift Goal	$ 2,500

# Gifts to Meet $	20

Hit Rate	25%

	Annual Goal	*Monthly Goal*	Year to Date
Approves Gift	20	2	1
Considers Gift	40	3	4
Asks Made	80	7	7
Face to Face Contacts	160	13	20

Performance Scoring

	Max Points	*Awarded Points*
Dollars Raised	20	0
Asks Made	30	0
Contacts Made	30	0
Hit Rate	10	0
Reporting	5	0
Budget Mgmt	5	0

0	Total Points

> 70 = Consider Bonus Compensation
70 = Satisfactory
< 70 = Additional Training / Coaching

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