



bike to  
create a world  
free of MS

## “TO ASK LIST”

Most people are surprised at just how many people they know and the resources they have. The best way to evaluate your contacts and connections is to make a “To Ask List”. This list will be invaluable to you once you begin your fundraising efforts. Keep in mind that you are not only putting together a list of potential donors, but also a list of potential team members. Use the ideas below to create your “To Ask” list.

Who...	Who Is our...	Who Sold us our...
...is on our holiday card list	Mail carrier	Home
...do I write checks to	Dentist	Life Insurance
...is on our wedding invite list	Doctor	Skin care products
...is in the medical profession	Minister	Wedding sets
...owes me a favor	Lawyer	Alarm System
...would we like to help	Insurance agent	Computer equipment
...do I work with	Delivery person	Diet plan
...does my partner work with	Children’s teacher	Vitamins
...have we done business with	Realtor	Appliances
...attends our church	Massage therapist	Bicycles
...writes us letters	Personal trainer	Boat
...cleans our house	Painter	Car
...is from my old job	Mover	Carpet
...is high school/college alumni	Night school instructor	Home furnishings
...is our favorite waiter/waitress	Banker	Vehicles
...is from the health club	Babysitter	Clothes/Shoes
...is from PTA	Babysitter’s parents	Lawn equipment
...is from the kids sports program	Pharmacist	Office supplies
...would I like to do business with	Veterinarian	Tupperware
...owes me/us money	Dry cleaner	
...is in sales	Optometrist	
...is from the old neighborhood	Photographer	
...is a parent of our kids’ friends	Hair stylist	
...is our favorite grocery checker	Handyman	
...is my chiropractor	Friends/neighbors	
...is my personal trainer	Travel agent	
...is my physician	Accountant	
...invites us to other charity events	UPS/FedEx driver	
...organizations we donate to	Gardener	
...is my relative		
...is involved in the _____		



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Chapter

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