

**ASK MATRIX**  
 SAIT Polytechnic  
 Alumni & Development  
**PROMISING FUTURES**  
 Detailed Asks Forecast  
 Confidential - As of  
 January - June  
 Top 10 Prospects TO BE ASKED

DASHBOARD	THIS WEEK	PREVIOUS WEEK
# of scheduled asks (highlighted)	9	2
\$\$ Value of scheduled asks		
# Asks Pending 3rd Party (shaded)	27	27
\$ Value asks Pending 3rd Party		
# Asks Pending SAIT staff (no shade)	16	15
\$ Value asks Pending SAIT staff (no shade)		
# TOTAL Prospects/Matrix	52	44
# Asks Made/To Date	9	2
\$\$ TOTAL Value of prospects/Matrix		

KRM/Teams	JANUARY				FEBRUARY				MARCH				APRIL				MAY				JUNE				TOTALS			
Relationship Manager 1																									Individual Pros	Volunteer D		
																									Corporate Prospect H			
																									Individual Pros	Volunteer D		
																									Corporate Prospect H			
<b>TOTAL</b>				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00
Relationship Manager 2	Individual Prospect A	Volunteer B	January		Corporate Prospect C	Volunteer D	February		Corporate Prospect H				Individual Prospect AH	Volunteer M	\$1,000,000.00		Individual Prospect J	Volunteer M										
									Individual Prospect I																			
									Individual Prospect J	Volunteer M																		
									Individual Prospect K	Volunteer N & A																		
<b>TOTAL</b>				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00
Relationship Manager 3					Corporate Prospect D	Volunteer D	Feb.		Corporate Prospect M				Individual Prospect AI															
					Individual Prospect E	Volunteer D	Feb.		Corporate Prospect N				Corporate Prospect AJ	Volunteer B														
					Individual Prospect F	Volunteer D	Feb.		Individual Prospect O				Corporate Prospect AK															
					Corporate Prospect E	Volunteer B	7-Feb		Individual Prospect P																			
					Corporate Prospect F	Volunteer B	#####		Corporate Prospect Q	Volunteer F																		
									Individual Prospect R	Volunteer M																		
									Corporate Prospect S	Volunteer A																		
									Corporate Prospect T	Volunteer M																		
									Corporate Prospect U	Volunteer B																		
									Individual Prospect V	Volunteer M																		
<b>TOTAL</b>				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00
Relationship Manager 4	Individual Prospect B	Volunteer D	12-Jan	\$500,000.00	Corporate Prospect G	Volunteer A	Feb		Corporate Prospect X				Corporate Prospect AL				Individual Prospect J	Volunteer M										
									Corporate Prospect J				Individual Prospect AM	Volunteer M														
									Individual Prospect X	Volunteer A			Individual Prospect AN	Volunteer M														
<b>TOTAL</b>				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00
Relationship Manager 5									Corporate Prospect A.A	Volunteer M			Individual Prospect AO	Volunteer C			Corporate Prospect H	Volunteer B			Corporate Prospect H							
									Corporate Prospect A.B	Volunteer M							Corporate Prospect H	Volunteer B			Corporate Prospect H	\$1,000,000.00						
									Corporate Prospect AC								Individual Prospect J	Volunteer B										
									Individual Prospect AD	Volunteer M																		
									Corporate Prospect AF	Volunteer C																		
									Corporate Prospect AG	Volunteer A																		
<b>TOTAL</b>				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00
<b>TOTAL</b>				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00				\$0.00

**SIGNIFICANT EVENTS**

Some of the asks are ... significant time has lapsed.