



Individual Donor Services

Did you know?

Giving by individuals accounts for 70% of donations to nonprofits, or \$287 billion in 2017.

Donor Data Research is **required** for advanced fundraising.

LAPA's research methods are on the cutting edge. We build your donor pipeline in ways that, just **two years ago**, would have been **impossible**.

Do you need increased giving from current donors?

There are potential major donors among your current donors and even your volunteers who are not giving at their capacity. Why? They're not being asked!

LAPA's wealth research provides detailed information that guides our strategic gift requests to donors based on their wealth profile, which includes their interests, philanthropic history, and personal network.

Do you need new donors?

Our advanced research techniques identify prospects based their wealth and philanthropic history to assure they have the capacity to give as well as an interest in the kinds of services you provide. This helps add thousands of new donor prospects to your pipeline.

Do you need to secure more major gift meetings?

LAPA's secret to securing major gift meetings is through relationship science. Using relationship science, LAPA creates "relationship maps" for our top prospects. These maps show us the individual connections between your agency and the prospects we are trying to reach.

Would you like to pursue family foundations or donor-advised funds?

LAPA screens your database of donors and new prospects that we've identified for any foundation connections they may have, often adding dozens of new family foundation prospects to your pipeline.

Do you need new trustees?

As part of our wealth research, LAPA finds trustee prospects with experience serving on nonprofit boards and we use advanced research methods to create a list of individuals that would be the best fit for your board or board committees.

About LAPA

For the past 24 years LAPA has provided high-level fundraising counsel to leading nonprofits and communities of faith globally. LAPA specializes in campaign, grants, and planning services.