



To Whom It May Concern,

Mazarine Treyz (Wild Woman Fundraising) has done so very much for me and my organization, H.O.P.E, Inc.

In July of 2013, we hired Mazarine as a fundraising consultant for our nonprofit organization. At the time our yearly revenue was \$118,167 and we were looking for ways to increase our individual donor database and a promising fundraiser that would yield revenue over \$5,000.



Mazarine was EXCELLENT!

She helped us brand our monthly donor program, helping me create letterhead, monthly donation letters, an online registration form, gifts and thank you letters particular to our monthly donor program, Q & A for our website regarding monthly donor significance, the verbiage for our monthly donor website, and she even suggested where we find our monthly donors.

Results:

- **Monthly Giving Results:** We launched our monthly donor program in 2013, and our donors felt so recognized and appreciated that we **went from 4 donors to now 36 as of today!** Without this program, our organization would be suffering financially severely due to the unexpected slow turn around in foundation grant determinations.
- **Sponsorship Results:** In addition, I wanted to find a great event that we could bring in a significant amount of money and host it annually as one of our biggest fundraisers. An opportunity to host our very own 5K came to us, and Mazarine encouraged me to go for it. With her help, we were able to get our event sponsored 100%, which was new to us and surprising to most of our Board members, **and we raised almost \$10,000 with 67 registered runners at our very first event! She did it again!**
- **Donor Acquisition and Upgrades:** Also, I wanted to grow my individual and major donor database. Well, can you guess that Mazarine came through again? She presented a list of media contacts and spreadsheets of fundraising plans for me to follow. I went from having 37 donors to almost 100 donors year to date! **Our major donor revenue actually increased 50%!**
- **Fundraising Appeal:** Last but not least, for the last two years Mazarine has helped me write our end of the year annual appeal, because of her **we meet our fundraising goal for our appeals every year!** She encouraged us to do a Spring and Fall appeal to not over burden our donors, and

it paid off. In December 2015, because of her help, we received a generous major gift of \$1,500 from a completely unexpected source.

- With her fundraising consulting, I was encouraged to start speaking about our cause at different events around Atlanta, which has led to new donors, volunteers, board members, and even grants for our organization. **This technique alone helped us TRIPLE our revenue.**

If you are considering her services for your end of the year annual appeal, fundraising consulting, sponsorships, or donor acquisition please, please, please consider her. She is well worth every penny and your bottom line will THANK YOU! You will receive ROI on your investment I promise you!

Kenita Pierce-Lewis
Founder and CEO
H.O.P.E. Inc.
Atlanta, GA