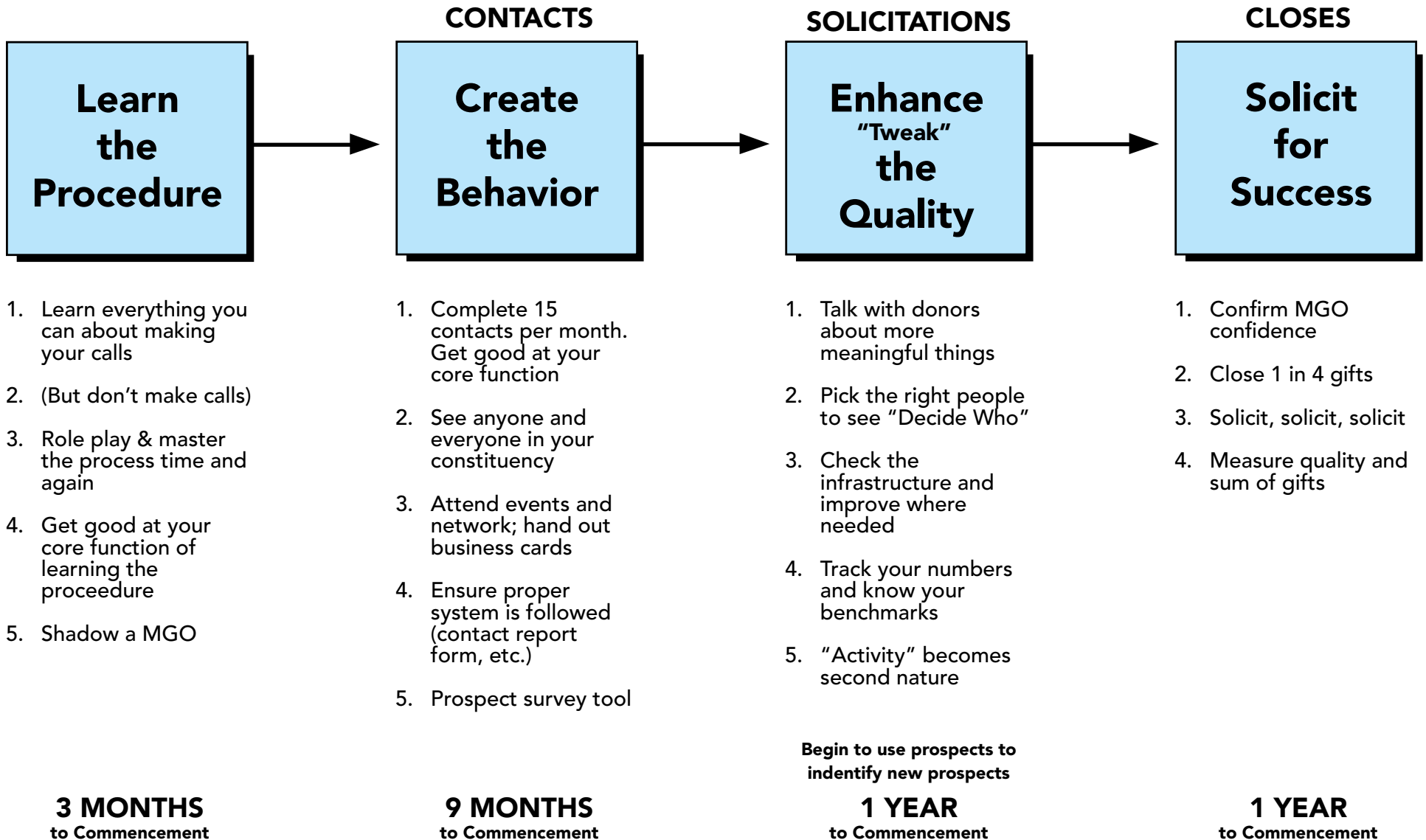




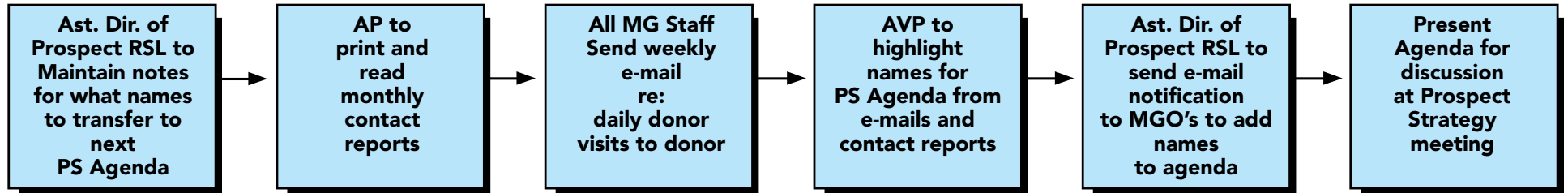
FERRIS STATE UNIVERSITY  
**Major Gift Officer Training  
Core Function Stages**





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# Prospect Strategy Meetings



**PS = Project Strategy**