

Prospect Development Journey Worksheet

Pairs with the APRA 2025 PD Conference Presentation “Choosing a Career Path in Prospect Development” Contact Kelyn Klein with any questions, kklein@ifaw.org.

About Me

Objective Statement: *Examples: “I want to find a job in the climate sphere that is fully remote and utilizes all of my “A” work and none of my “F” work.” or “I want a job that I won’t think about on the weekends.”*

<u>MBTI:</u>		<u>CliftonStrengths Finder:</u>	1. 2. 3. 4. 5.
<u>Enneagram:</u>		<u>DISC:</u>	D % I % S % C %

“A” Work	“F” Work
<ul style="list-style-type: none">• Task 1• Task 2• Task 3• Task 4• Etc.	<ul style="list-style-type: none">• Task 1• Task 2• Task 3• Task 4• Etc.

The Tasks

For the multiple choice bullets, pick your favorite color and highlight your choices.

Specialties <ul style="list-style-type: none">• Subject Matter Expert (one focus)• Multi Subject Matter Expert (2-3 foci)• Jill-of-all-Trades (learn it all, do it all)	<u>BOK Domains</u> <ul style="list-style-type: none">• Prospect Research• Data Science• Relationship Management• Leadership
I want/am willing to learn: <ul style="list-style-type: none">••	I am not willing to learn: <ul style="list-style-type: none">••

•	•
Management <ul style="list-style-type: none"> • Project • People • None 	Steady Eddy/Mover Shaker <ul style="list-style-type: none"> • Steady Eddy • Mover/Shaker

The Organization

Universe Size <ul style="list-style-type: none"> • Closed • Open • Either 	Team Size <ul style="list-style-type: none"> • Solo • 2-3 • 4-6 • 7+
I want my manager to be: <ul style="list-style-type: none"> • <i>Kind</i> • <i>Able to teach me things</i> • <i>Transparent/honest</i> 	Benefits Needed: <ul style="list-style-type: none"> • <i>Health Insurance</i> • <i>401K</i> • <i>PTO</i>
Location <ul style="list-style-type: none"> • In Person • Remote • Hybrid 	Preferred Causes <ul style="list-style-type: none"> • <i>Animals</i> • <i>Climate</i> • <i>Social Justice</i>
Range of Service <ul style="list-style-type: none"> • Local • Regional • National • Global 	Culture <ul style="list-style-type: none"> • <i>Innovation</i> • <i>Meeting free days</i> • <i>Sustainability</i> • <i>Anti-Racist</i>

Salary Range	\$XX,XXX - \$XX, XXX	Promotions/upward mobility options	Y/N
Hours/OT		Professional Development Opps?	Y/N, list
Seat at the Table?	Y/N	APRA membership?	<i>National, regional, other</i>
Travel	% or # hours	“Extracurriculars”	Affinity groups, DEI or community groups, other ways to connect socially

Non-Negotiables	Nice to Have
<ul style="list-style-type: none"> • <i>Health Insurance</i> • <i>PTO - 6 weeks minimum</i> • <i>A good manager</i> • <i>A cause I believe in</i> 	<ul style="list-style-type: none"> • <i>A management/team lead role</i> • <i>No "F" work</i> • <i>Not a solo shop</i>