

IMMACULATE HEART OF MARY CHURCH

4490 Norquest Boulevard Austintown, Ohio 44515 + 1679 Telephone 793-9988

Jan. 3, 2003

Thanks to Kearns/Associates for a very successful fund raising appeal here at Immaculate Heart of Mary Church. In a few short months we were able to raise over \$1.3 million! This money will be used to build our Parish Center.

Jack Kearns and Bill Grant were very professional in their techniques and plans -- but very personable in meeting our people. They were able to plan a very successful campaign that targeted a very wide audience. We interviewed three different fund raising consultants and hired Kearns/Associates -- and it was indeed a blessing.

Their plan of action brought immediate results -- the pitch for volunteers at Mass was very well received and many turned out at our first volunteer meeting. Involving many volunteers solidified the success of the campaign as it got this main core of people behind it. Jack and Bill worked very well in organizing the teams and sending them out with a lot of confidence.

Bill Grant and myself visited some of our "heavier prospects" and the approach was very non-threatening and comfortable. These major prospects supported the campaign very well and gave us a very nice base of support.

Bill put together with the printing company some very nice brochures and materials for the campaign. We received many compliments about the professionalism of the literature used for the campaign. Bill also spent a lot of time going over a number of details with the architect.

Bill and Jack were very faithful to the team meetings and gathering the results each week. It was amazing to see how quickly we raised \$1.3 million.

Our volunteers felt very comfortable in working with Kearns/Associates. I felt energized during the campaign by Bill and Jack and their positive approach. It was very obvious to me that Bill and Jack have a deep love and appreciation for the Church. I heartily endorse their product - their work - and their mission. I look forward to our groundbreaking in the Spring of 2003 and hope that Jack and Bill can join us.

God Bless,



Fr. Steve Popovich
Pastor - Immaculate Heart of Mary