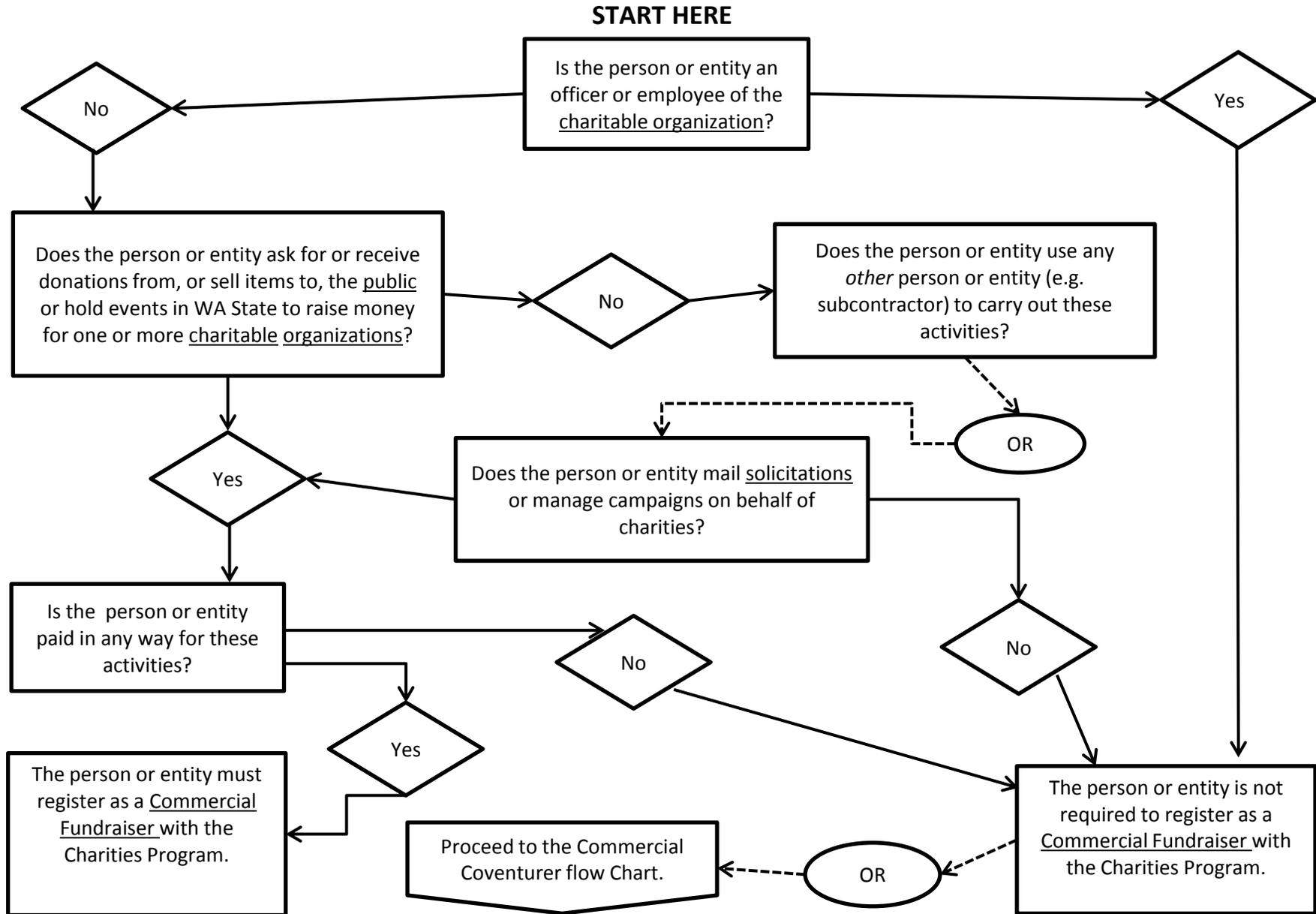


COMMERCIAL FUNDRAISER FLOW CHART



Terms as defined by the Charitable Solicitations Act, 19.09 RCW

Charitable Organization is any entity that solicits or collects contributions from the general public where the contribution is or is purported to be used to support a charitable purpose.

Charitable purpose is any religious, charitable, scientific, testing for public safety, literary, or educational purpose or any other purpose that is beneficial to the community, including environmental, humanitarian, patriotic, or civic purposes, the support of national or international amateur sports competition, the prevention of cruelty to children or animals, the advancement of social welfare, or the benefit of law enforcement personnel, firefighters, and other persons who protect public safety. The term "charitable" is used in its generally accepted legal sense and includes relief of the poor, the distressed, or the underprivileged; advancement of religion; advancement of education or science; erecting or maintaining public buildings, monuments, or works; lessening the burdens of government; lessening neighborhood tensions; eliminating prejudice and discrimination; defending human and civil rights secured by law; and combating community deterioration and juvenile delinquency.

A **Commercial Fundraiser** is any entity that for compensation or other consideration directly or indirectly solicits or receives contributions for or on behalf of any charitable organization or charitable purpose, or that is engaged in the business of, or represents to persons as independently engaged in the business of, soliciting or receiving contribution for such purposes. A commercial coventurer, fundraising counsel or consultant is not a commercial fundraiser.

The **Public** includes any individual or entity located in Washington that does not have an existing membership or other official relationship with the charity prior to being asked to donate

