

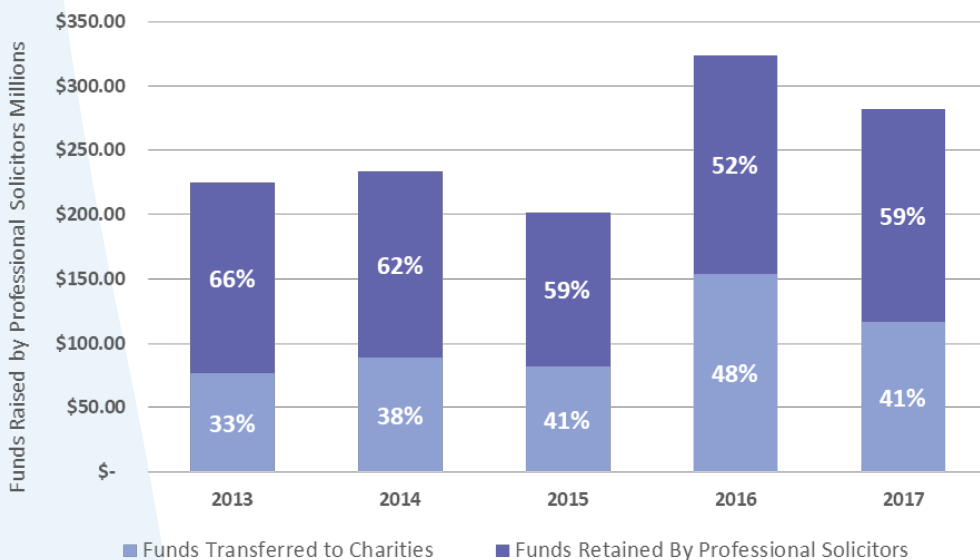
MASSACHUSETTS ATTORNEY GENERAL'S OFFICE

2017 PROFESSIONAL SOLICITOR BULLETIN

In calendar year 2017,
66 professional solicitors
reported conducting
700 fundraising campaigns
that raised a total of
\$281 million.

59%

Average retained by
professional solicitors of
the charitable donations
raised in 2017



Although the amount transferred to charities varied widely from solicitor to solicitor, and in many cases, campaign to campaign, **only 41% of the funds conventional solicitors raised on behalf of charities in 2017 were transferred to charitable organizations.**

Remember to Give Wisely!

- **Verify** - Know the charity and how your donation will be used. Consider donating directly to the charity.
- **Be cautious** - Beware of social media posts or emails directing you to donate to a copycat organization or fake website. When donating via the internet, ensure the website that you are using belongs to a legitimate and established charity.
- **Ask questions!** - Is the person contacting you a volunteer of the organization or a paid solicitor? What percentage of your donation will go to the charity? Professional solicitors must disclose this information if asked.
- **Protect yourself** - Always donate by check or credit card; never cash. Retain a copy of the receipt for your records, and ensure you know whether you are making a one-time or recurring donation.
- **Contact the AGO** - Use the AGO as a resource for questions about professional solicitors, charitable organizations or their required filings.