

# MASSACHUSETTS ATTORNEY GENERAL'S OFFICE

## 2016 PROFESSIONAL SOLICITOR BULLETIN

In calendar year 2016,  
**71 professional solicitors**  
reported conducting  
**785 fundraising campaigns**  
that raised a total of  
**\$323 million.**

# 53%

Average retained by  
professional solicitors of  
the charitable donations  
raised in 2016



Although the amount transferred to charities varied widely from solicitor to solicitor, and in many cases, campaign to campaign,

**only 47% of the funds conventional solicitors raised on behalf of charities in 2016 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.
- **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.
- **Contact the AGO** - Use the AGO as a resource for questions about professional solicitors, charitable organizations or their required filings.