

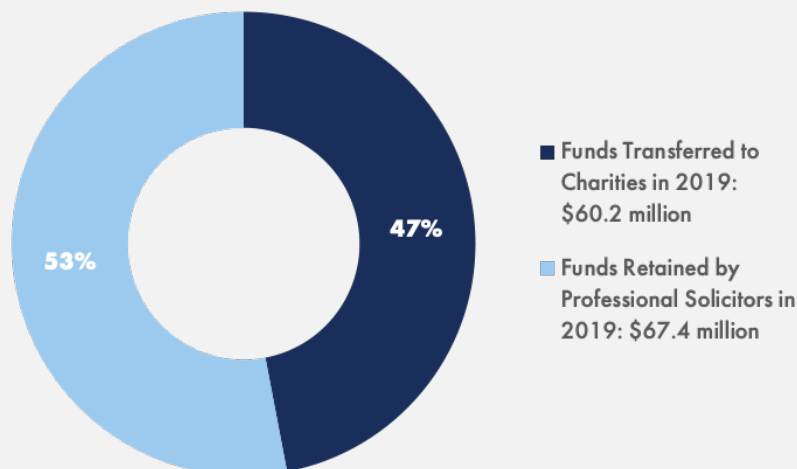
MASSACHUSETTS ATTORNEY GENERAL'S OFFICE

2019 PROFESSIONAL SOLICITOR BULLETIN

In calendar year 2019,
46 professional solicitors
reported conducting
518 fundraising campaigns
that raised a total of
\$127 million.

53%

Average retained by professional solicitors of the charitable donations raised in 2019



For further information regarding data limitations, please visit www.mass.gov/professional-solicitors-reports

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 2019 were transferred to charitable organizations.

REMEMBER TO GIVE WISELY!

GIVE TO CHARITIES YOU KNOW AND THOSE YOU CAN TRUST: Well-established charities with experience in their specific field, community foundations, or organizations established with support from government agencies are generally good places to donate.

CHECK THE WEBSITE: If you are donating over the Internet, make sure that the website you are visiting belongs to a legitimate and established charity. Be advised that most crowdfunding sites are not charities and many typically take a percentage of your donation as a fee.

ASK LOTS OF 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.

BE CAUTIOUS: Beware of social media posts or emails directing you to donate to a copycat organization or fake website.

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.