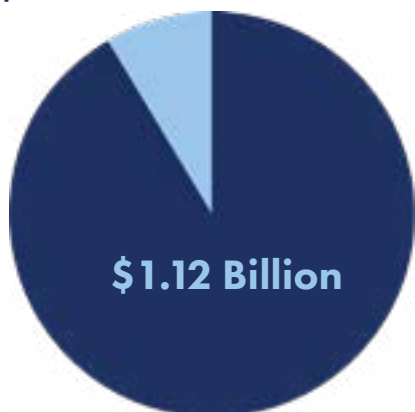


MASSACHUSETTS ATTORNEY GENERAL'S OFFICE 2020 PROFESSIONAL SOLICITOR BULLETIN

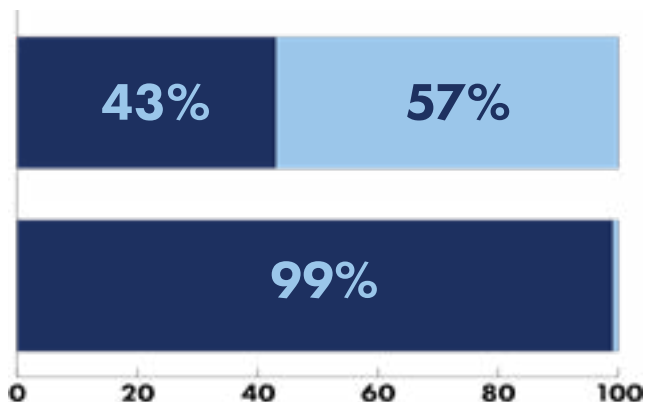
Conventional Professional Solicitors Report Keeping 57% of Funds Raised for Charity in 2020 While Others Report Keeping Only 1%

\$93 Million



■ Conventional Paid Solicitors (44)
■ Other Paid Solicitors (3)

Conventional Paid Solicitors (44)



■ Funds Transferred to Charity
■ Funds Retained By Solicitor

44 professional solicitors - many of which primarily raise funds through more conventional phone, in-person and mail solicitations - reported raising a total of \$93 million for charities but transferred only 43% of those funds to the charities. The amount transferred to charities varied widely from solicitor to solicitor and in some cases campaign to campaign. **3 other professional solicitors*** that conduct campaigns through unconventional methods reported raising \$1.12 billion for charities but transferred nearly 99% of those funds to the charities.

*For more information, including on these solicitors, visit <https://www.mass.gov/service-details/2020-professional-solicitor-bulletin>

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.