

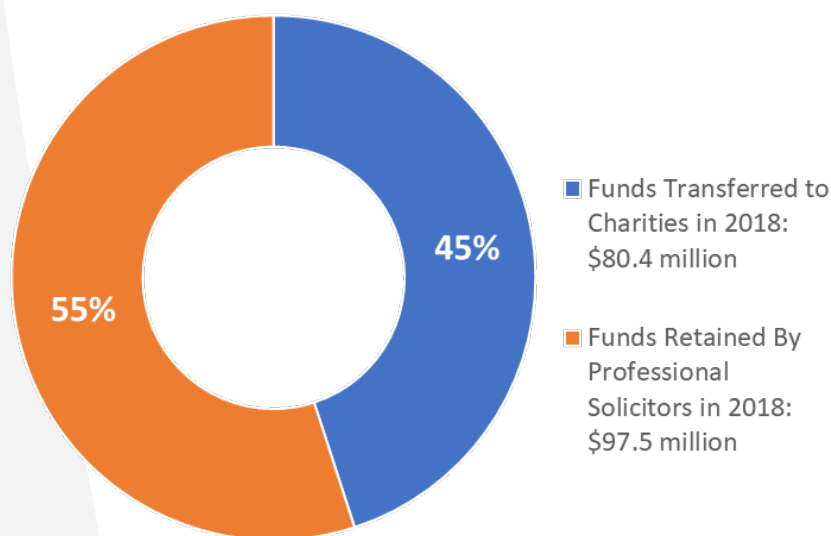
MASSACHUSETTS ATTORNEY GENERAL'S OFFICE

2018 PROFESSIONAL SOLICITOR BULLETIN

In calendar year 2018,
57 professional solicitors
reported conducting
645 fundraising campaigns
that raised a total of
\$177 million.

55%

Average retained by
professional solicitors of
the charitable donations
raised in 2018



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 45% of the funds conventional solicitors raised on behalf of charities in 2018 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 on 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.