**Abbreviations Used in ISI Partnership Development**

* ANN Annual Gift\*
* AP Action Plan
* DFD Director of Field Development
* FDA Field Development Assistant
* F2F Face-to-Face
* FY Fiscal Year (Oct 1 – Sep 30)
* FTM First Thing Monday Report
* HO Home Office
* ISI International Students, Inc.
* ISM International Student Ministry
* ISSR Income Spending Status Report
* Ltr Letter
* MO Monthly Gift\*
* NC National Conference
* NSO New Staff Orientation
* PCL Personal Contact List
* PD Partnership Development
* RFD Regional Field Director
* SPEC Special Gift\*
* SSA Staff Service Allocation
* SY School Year

\*Found on the FTM report form