

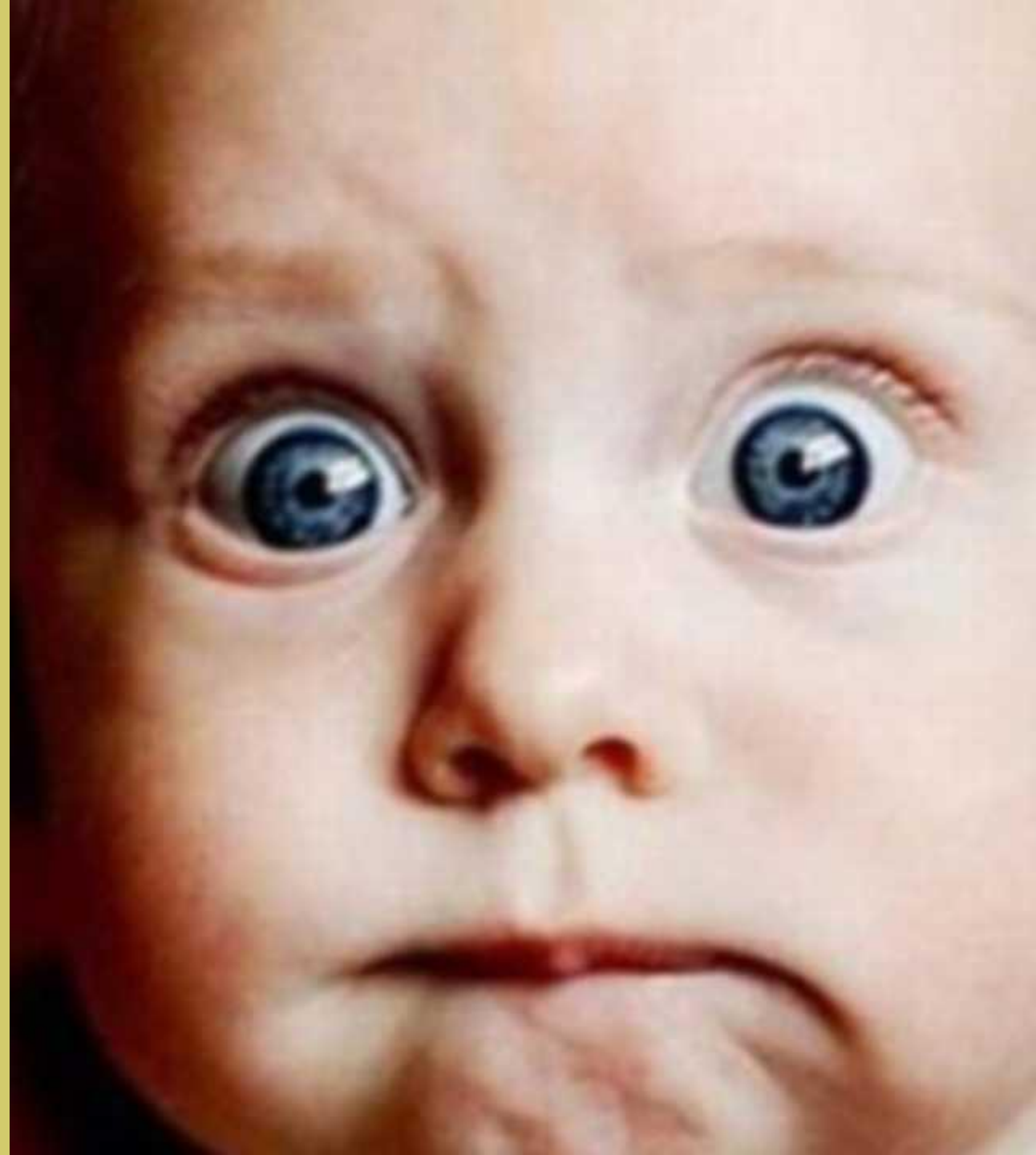
YOU WANT ME TO DO WHAT?!

Or How To Feel Zen With Asking For
Donations

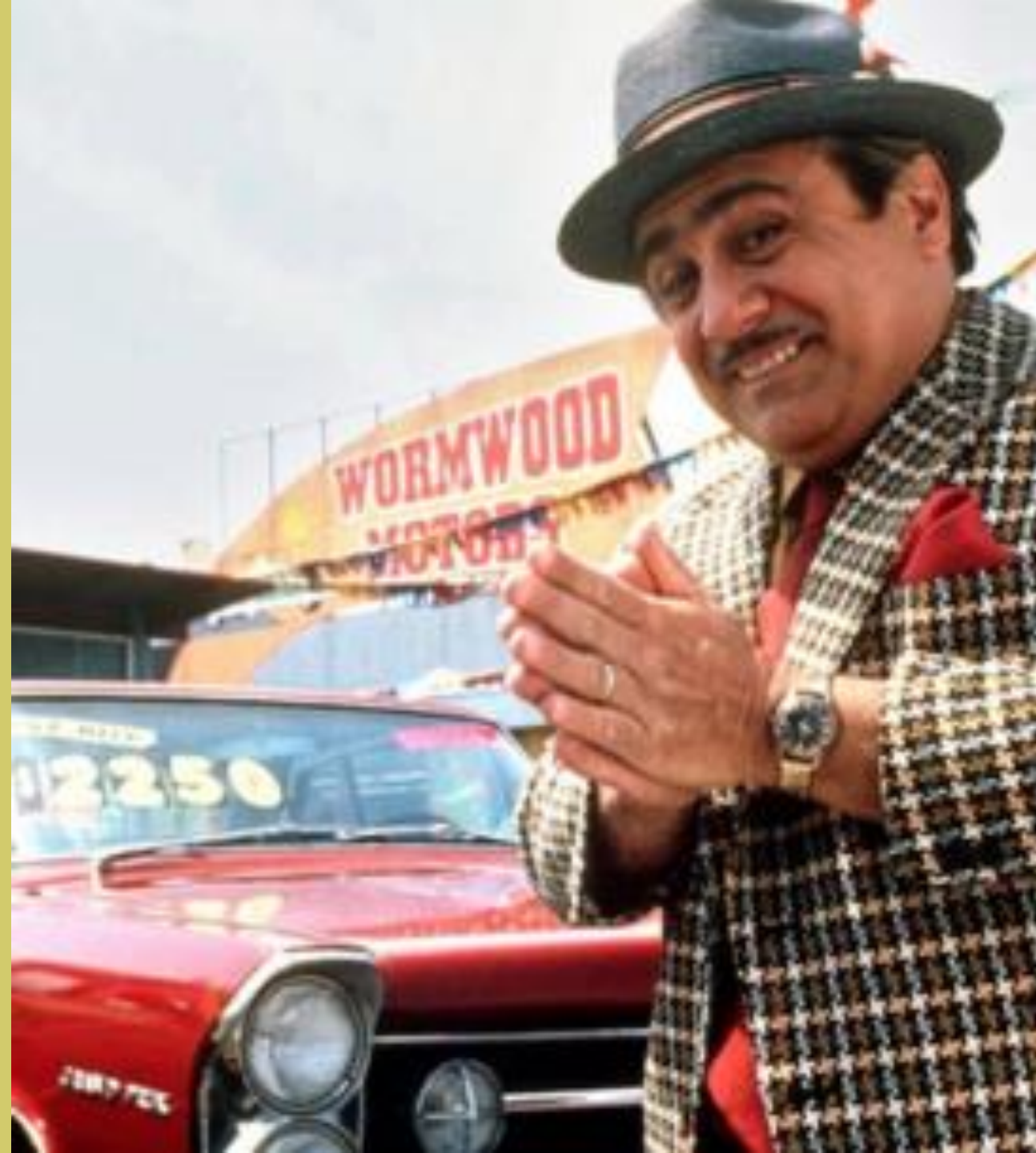
TIPS FROM AN “EXPERIENCED” SALESPERSON YOU MAY BE “EXPERIENCED” TOO

- Girl Scout Cookies
- School Fundraisers (magazines, candy bars, etc.)
- Telemarketing
- Retail
 - Enthusiasm and Ad Ons
- Cellular Phones and Services
 - Device and Package Upgrades
- Direct TV
 - The “Hard” Sell

I'M SCARED!



WHAT WILL PEOPLE THINK
OF ME



I DON'T LIKE TO BEG



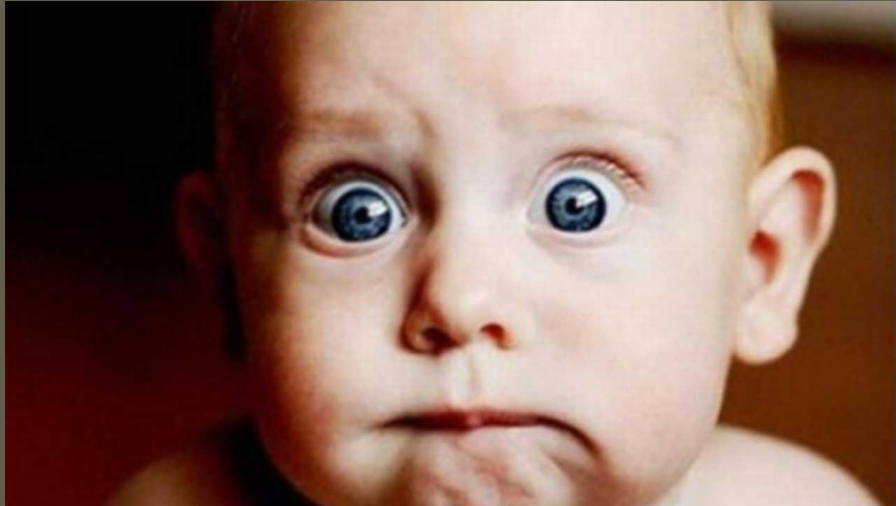
ZEN WITH IT ALL



THE UNKNOWN

Is always scary – until it is known

I'M SCARED!



- I'm not comfortable asking for things
- I wasn't raised to ask for things
- It's not in my nature to ask for things
- I've never sold anything before

KNOW YOUR STUFF

- What did your contact give last year
- What would you like from your contact this year
- Use positive phrasing
- Often they are ready for you
- Confidence is key



YOUR SELF IMAGE

Is almost always worse than other's image of you

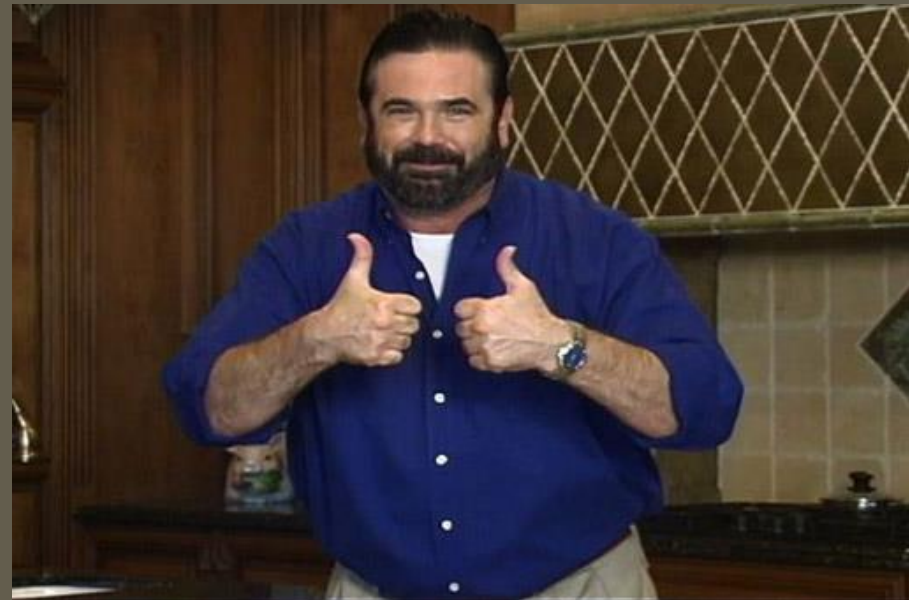
WHAT WILL PEOPLE THINK OF ME



- People may think I'm needy
- People may think I'm desperate
- They will think I'm a beggar
- They will think I will keep asking if they give me something now

WHO, WHAT, WHY

- Who will benefit
- What are you asking for
- Why are you asking for it
- What will be done with the money raised
- Why is it important
- Make a personal connection
- Find something to get excited about



IT'S BEGGING

Only if you are the beneficiary

I DON'T LIKE TO BEG



- I'm not comfortable asking for help
- What if they are not sure
- Is it a brush off
- What if they say no

“NO” DOES NOT HURT

- Understand where they are coming from
- Leave contact info incase they change their mind
- Let them know you will reach out to them next year
- It gets easier with practice



QUESTIONS TO ZEN

