



## GETTING DONATIONS FOR YOUR TEAM

Asking for money can be a daunting task. But did you know that the number one reason people give when asked why they don't donate to a cause is: "No one asked me." So give it a try. You may be surprised at how quickly you reach your goal.

People who may not care deeply about a cause will donate to someone they know who does care about that issue. Show your passion, and they will support YOU!

Social media is a great way to inform, but you have to get personal in your ask: send a PM, email, call; then remind, cajole.

Ask more than once: people get busy, they forget, they get distracted; they usually appreciate the reminder.

Set goals for yourself, then let your circle know how you are doing: "I am only \$50 away from my goal. Will YOU be the one to put me over? "

If you reach your goal quickly, reset it!