

## Master Coaching: Q & A *Making Year-End In-Person Asks*



### Step 1: Web Login

<https://www.readytalk.com>

enter passcode 9492105

### Step 2: Dial-In

U.S.: 866.740.1260

Access Code: 9492105

\*6 to mute \*7 to unmute

OR Listen from Computer Speakers

This session begins at 10 Central/11 Eastern



## Tweeting?

#IgnitedFR



## Final Webinar of the Year



Thursday, December 18  
11 am Central

Join me to chat, ask questions, brag  
or get help with a sticky fundraising  
or communication issue.



## Fundraising Summit



<http://bit.ly/FRSummitLoriJacobwith>

## New eBook



January 14 – March 11, 2015



<http://bit.ly/FRBootCampWithLori>



## Today's Coaches



Lori Jacobwith



@LJacobwith



**Lori L. Jacobwith**  
Ignited Fundraising



Asking Matters



@AskingMatters



**Brian Saber**  
Asking Matters

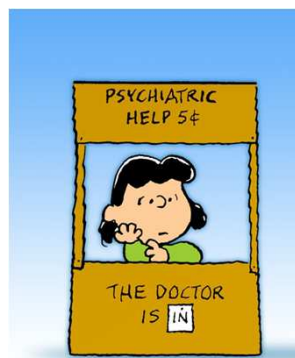


## Your Opportunity to “Ask the Coaches”

We are here to answer YOUR  
questions about asking for year  
end gifts.

And we have some of our own  
questions to answer.

Let's get started!



## What is Your Least Favorite Thing About Asking Others for Money?



## What If...

You are certain the person you are asking  
for a gift LOVES your organization?



## What If...

You are 100% confident they will say yes.  
You're just not sure what the amount will be?



## What If...

The conversation isn't about money?  
It is about fulfilling the aspirations of the  
person you are talking to?



## Would You Act or Feel Different?



## Check out the Members Only Area

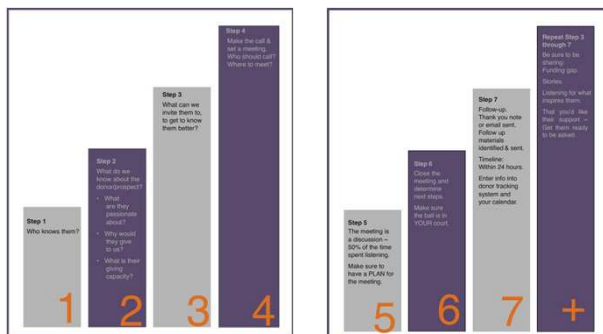


In Defense of Raising Money: a Manifesto  
for Nonprofit CEOs



## Check out the Members Only Area

### Seven Steps to Getting the Major Gift



## Let's Get to Some Questions!





## How Do I Know They Are Ready To Say Yes?

Ready to Say Yes?



## Ready to Say Yes?



## How Much Do I Ask For?

## What's The Right Amount?



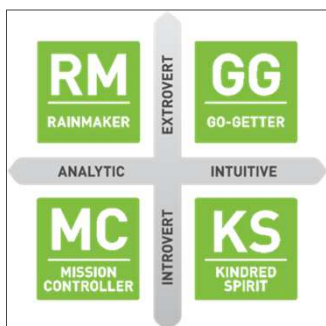
## What Should I DO When They Say "NO?"

## When They Say No



## Making The Ask

## What's Your Asking Style?



When you ask for contributions in the way that suits your temperament, you will have the kind of authentic conversations that lead to more & bigger gifts.

[www.askingmatters.com](http://www.askingmatters.com)



## The Conversation



## Fundraising is Fulfilling Their Mission



## When Will You Make Your Next One-On-One Ask?



## Thank You, Brian!



Asking Matters



@AskingMatters



Brian Saber

[www.AskingMatters.com](http://www.AskingMatters.com)



## Happy Thanksgiving!



## Master Coaching: Q & A *Making Year-End In-Person Asks*



***Thank you!***

Share Your Feedback on the Short Survey

