

One-on-one Solicitation

tips



Give FIRST, generously

Know why you believe...

**Organize your prospects, most likely
to least likely.**

Develop the “ask”...how much from who

**Find the right time and the right climate
(not on the phone)**

Be positive--not casual or negative

Answer questions, provide information

Close the sale...ask for the gift.

Say THANK YOU, say THANK YOU, say THANK YOU.