



## Development in Action – Saturday, August 4

- Garbage in, garbage out
- You have to ask
- Gathering information ahead of time will help
- All about relationships
  - Who do you know?
  - What are you asking for?
  - Are you asking for travel?
  - They will ask “why should we do this?” How do you figure this out?
    - Figure out your city and its structure
- Say thank you and acknowledge electives
- Where to start
  - 10 steps of fundraising
  - Ask them about themselves
  - Listen for clues
  - Ask for referrals
  - Always follow up and thank them
  - Do what you say you are going to do
  - Give specifics: people tend to want to give if it’s for something specific
    - Follow up and let them see how you used their money for that “specific” thing you mentioned