



How to Ask

Donation Collecting Tips

THINK BIG! SET A HIGH \$\$\$ GOAL!

- You CAN raise a lot of money! It's easy! For example, if your goal is \$1000, and you feel comfortable asking \$25 from each person, then you must collect \$25 from 40 people to reach your \$1000 goal.
- Tell your prospective sponsors about your goal, and that you need a minimum amount from each person on your list to reach your goal. Most people are relieved to be given a specific amount. With this approach, you will probably exceed your goal.

MAKE A LONG LIST

- Send letters and email to your family, friends and business acquaintances. Use the sample from this packet, or download and print it from our website. Personal visits and phone calls work well, too! Remember, your sponsors can donate online at www.episcopalcharities.org.

BE ORGANIZED AND PROFESSIONAL

- **Take your donation form with you everywhere** for instant sign-ups. Know the facts about Episcopal Charities (the flyer lists our Partner Agencies that benefit from our support). Remember to thank them for their donation, no matter what the amount. Every gift helps!

BE ENTHUSIASTIC

- People will respond to your energy level. Get excited!

KEEP A LOOKOUT FOR NEW RECRUITS

- The more, the merrier! Invite your friends and neighbors to walk with you. It's easy to print donation sheets, sample letters, and sponsor forms from our website.

DON'T BE SHY

- Remember, it takes as much energy to ask for \$20 as it does for \$10.

THANK YOUR SPONSORS

- Send thank-you notes to your sponsors. They will appreciate your effort, and be more willing to sponsor you again next year.

Questions? Comments?

Contact Episcopal Charities at 510-844-0642, or via e-mail: info@episcopalcharities.org