

## Ten Rules For Being A Good Fundraiser

These are just some things to consider:

1. Ask for a gift, don't wait. Another will ask if you don't.
2. Be professional and look professional.
3. Be accountable - personally, and for your non-profit.
4. Be honest. Listen to your heart; it's more honest than your mind.
5. Speak with conviction for your cause.
6. If you can't, recruit someone who can.
7. A prospect is simply a donor without motivation. You provide motivation.
8. A donor is a fundraiser who has yet to share their conviction with a friend. Ask them to.
9. A good fundraiser, then, is a friendly motivator. It's that simple.
10. A successful fundraiser has thick skin, a soft heart, exceptional hearing, a quick mind, a slow tongue and no shame - at least when it comes to asking for a gift!