

Don't Ask, Don't Get Worksheet

Name _____

1. The percentage of charitable gifts in the United States coming from individuals in total in 2019 was _____ %
2. Check off your top two asking anxieties. If one of your top two is not on the list, write it in:
 - ☐ Fear of rejection
 - ☐ Asking for too much and somehow upsetting the donor
 - ☐ Asking for too little and leaving money on the table
 - ☐ Asking too soon in the relationship and the donor "not being ready"
 - ☐ Not knowing how to conduct the solicitation meeting and afraid of doing it wrong
 - ☐ Other _____
3. Hours of professional training in fundraising generally: _____
Number of hours specifically about asking face-to-face: _____
4. Primary Asking Style: _____
Secondary Asking Style: _____
5. Strengths and challenges as a fundraiser: _____

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6. Best prospects based on your Asking Style: _____

7. The vocabulary to use when you make your case for support:

8. Your role as an asker: _____

9. Percentage of time your donors talk in solicitation meetings: _____ %

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10. Notes on the Arc of the Ask: _____

things I want to remember
