Motivate Monday

SEPTEMBER 26, 2016
GoToWebinar support phone number should you need it
1(800) 263-6317
Every Monday we'll...

- Share a win
- Quick tip with download
- Q & A
If you're on Twitter...

Use the hashtag #NPmotivatemonday
Win #1

"Held a sponsor appreciation dinner - provided a backstage tour of our concert hall - a lapsed sponsor just called and asked for a sponsorship renewal form!"

Heather
“Visited with a patient/donor at our medical center just to say "Hi" and to see if there was anything the development office could do for him during his stay. After insisting I sit on his bed (always a non-no in my training), he wrote a nice check. He put fun back into a hospital visit for me.”

Tom
Win #3

“We had two children adopted to a forever family.”

Edye
“Successful building dedication ceremony on Thursday. More than 100 people braved the heat. Successful donor recognition reception the previous night for the foundations, corporations and individuals who donated to the capital campaign. Also received notification the week before of a $50K grant for a special project. This is from a foundation that already gifted us with $40K in program support.”

Leslie
Erica Waasdorp

- Philanthropoholic, Monthly Donor
- President, A Direct Solution
- Raised $$ with monthly giving
- Co-Author Monthly Giving Starter and Marketing Kit and Author of Monthly Giving. The Sleeping Giant
Tip 1: Start monthly giving: Use your tools and check
Tip 2: Grow monthly donors: The ‘A’s have it
Ask Small

FOOD FOR THE POOR
Saving Lives...Transforming Communities...Renewing Hope

OUR WORK HELP NOW PARTICIPATE GIFT CATALOG

START A MONTHLY GIFT

Nancy, a 4-year-old from Guatemala, desperately needs your help. All across the Caribbean and Latin America children like her are slowly starving due to lack of food.

Please, set up a monthly gift today to help these children get the food they so desperately need.

GIFT AMOUNT

Select Monthly Amount:

$36.50 $18.25 $3.65
Feed 10 children a month Feed 5 children a month Feed 1 child a month

Or enter your own amount

MORE THAN 95% OF ALL DONATIONS go directly to programs that help the poor

2015 Expenditures
9.4% Programs
96.4%
3.6% Fundraising & Administration

Monday, September 26, 16
Ask Early

Welcome
Help us respond when disaster strikes.

Yes, I'll help with my gift of:
- $157.50 to help 9 people
- $227.50 to help 13 people
- $87.50 to help 5 people
- I prefer to give $________

- I'd like to make a monthly gift. (See reverse)
- Please charge my credit card. (See reverse)

A Direct Solution
PO Box 757
Marstons Mills, MA 02648-0757
40622311 0006null01000499 AB

O I've enclosed my check, payable to the American Red Cross.

Donate online at redcross.org/donate
To donate by phone or to update your information, call 1-800-RED CROSS.

American Red Cross
Cape, Islands and Southeast Massachusetts
Donation Processing Center
PO Box 55919
Boston MA 02205-5919

⚠️ Please ensure our address shows through the return envelope window⚠️
Ask creatively and timely!

Forget #GivingTuesday
how about

#MonthlyDonorMonday
### Annualize!

<table>
<thead>
<tr>
<th>Monthly Donors Source</th>
<th># of monthly donors acquired</th>
<th>Average gift</th>
<th>Average Yearly Gift</th>
<th>First year Cume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Totals</td>
<td>100</td>
<td>$24</td>
<td>$288</td>
<td>$28,800</td>
</tr>
</tbody>
</table>
“In order to succeed, we must first believe that we can”.
Questions: Ask Erica Waasdorp

Tel: 508-776-1224

www.adirectsolution.com

Blogs, Monthly Giving Help Line

eric@adirectsolution.com
Questions?
Early Bird pricing on this week...
People often say that motivation doesn't last. Well, neither does bathing - that's why we recommend it daily.

— ZIG ZIGLAR
AWESOME JOB AND KEEP IT UP